A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

Special Report: World Import Regulations

January 25, 1965

JOHN T. CONNOR — new Secretary of Commerce

Business Bulletins *from around the world*

AUSTRALIA—U.S. oil drilling ship Glomar III, anchored off Gippsland coast of Victoria, to begin drilling offshore exploratory wells in south-east. Rig dropped anchor in late December at approximate drilling site, about 40 miles south-east of Gippsland center sale. Drilling to be done by Esso Exploration Inc. on offshore lease held by subsidiary of Broken Hill, Pty., Ltd. Glomar III carries drilling rig 187 ft. high; it is planned to drill to depth of 10,000 ft. Water is 150 ft. deep at drilling site.

BELGIUM—Retail price rise in November triggers wage and salary boost of 2%, plus social security increases, for some 500,000 blue- and white-collar workers in private sector. Also, 450,000 government employees negotiate 2.5% wage and salary increases.

January-August 1964 imports by Belgium-Luxembourg from U.S. rose 14.43% over like period 1963 to reach $345.5 million. Despite healthy overall increase, U.S. market share dropped to 8.88% from 9.2% in first eight months of 1963.

Cessna Aircraft, Wichita, Kan., to establish first foreign sales office in Brussels, to service Europe with aircraft, parts. Firm also plans establishment of pilot training centers in each European country.

BRAZIL—Surcharge on value of exchange contracts reduced from 30% to 10% for import transactions; maintained at 30% for financial transactions. Compulsory deposit requirement reduced from 90% to 50% for financial transactions; continued at 50% for import transactions. Bank of Brazil initiated exchange rate depreciation of about 16%, quoting cruzeiro at 1825/1850 to dollar (buying, selling), compared with previous rates of 1550/1610.

CENTRAL AFRICAN REPUBLIC—Investment Guaranty Agreement signed with U.S. enables AID to insure U.S. investors against nonbusiness risks such as inconvertibility, expropriation, loss due to war, revolution, or insurrection. In certain priority investment situations insurance can be extended to cover most commercial risks.

CHILE—AID investment guarantees approved covering two new proposed investments by U.S. firms in Chile. One covers $3,144,000 outlay by textile manufacturer; International Chemical Fibers, Inc., of Charlotte, N.C.; the other, $540,000 investment by Butler Manufacturing Co. of Kansas City, Mo., to establish steel pipe manufacturing plant.

ETHIOPIA—New nail and metalware factory opened in Asmara. At present, factory only produces nails; expects to begin production on enameled, nonenameled kitchen metalware soon.

FRANCE—U.S. firms with recently established subsidiaries in France are American Laundry Machinery Industries—distribution of laundry and dry cleaning machinery; D.C. Andrews & Co.—international transportation; Marcel Breuer & Associates—architects; Colombia Commerce Corp.—maintenance of electronic and aeronautic equipments; Drexel & Co.—financial operations; Fiedler & Stutzer—distribution of beauty products; Fieldcrest Mills, Inc.—household linen; Ideal Toy Corp.—distribution of toys; International Paper Co.—paper industry; Ipsen Industries—metallurgical furnaces and automatic installations for heat treatments; Maremont Corp.—distribution of automotive parts and equipment; National Chemical Research—distribution of chemical products; Progress Unlimited, Inc.—plastics for construction purposes; Smith Co.—distribution of heat-exchangers.

MALAYSIA—First sugar refinery opens at Prai, Malaya. This $7.3 million refinery built on 14 acres of land, is well-served by water, handling, transportation facilities. Refinery to employ more than 400 persons; expected to operate three eight-hour shifts. Eventual production aim is 120,000 tons annually, expected to provide for about 70% of local requirements.

Government plans are in final stage for establishment of Technology (Standards) Institute. Main function of institute will be to check quality of "Made in Malaysia" goods to ensure that they meet world standards. Secondary aims are to protect the local consumers, prevent import of substandard goods.

Two of states of Malaya disclose plans for development of new industrial estates. Industrial estate, for which $667,000 has been allocated, will be developed at Batu Tiga near Kuala Lumpur. One thousand acres have been surveyed. Plans also made for 600 acre industrial estate in Perak (northern Malaya), first phase of which will cost $430,000.

NETHERLANDS—General Electric Corp. and Algemene Kunstzijde Unie N.V., leading Dutch producer of man-made textile fibers, set up joint venture, N.V. Polychemie AKU-GE in Arnhem. New firm to develop, produce polyphenyleen oxide materials.

Production in 1964 rose 7% over 1963, while domestic consumption jumped 9%.

Record 27,000 ocean-going vessels arrived in Rotterdam between Jan. 1 and Dec. 20, 1964, 16% increase over entire year 1963.

Continued deficit forced Netherlands Railways to increase freight rates 10%.

January-October imports from U.S. totaled $643 million, 26% increase over like period 1963. U.S. market share was 11%, compared to 10.4% in the first 10 months of 1963.

TUNISIA—*Societe Tunisienne de Banque* plans to build porcelain, chinaware factory at Bizerte. Factory expected to produce between 1800 and 2000 tons per year, both for domestic consumption and for export.

VENEZUELA—Venezuelan Development Corporation (CVF) outlines plans to establish metalworking, chemical plants to be located in provinces as part of decentralization program. Products scheduled for special encouragement of domestic production include tools, hardware in general, stamped metal products, auto parts, service station equipment, water pumping equipment.

U.S. Department of Commerce

John T. Connor
Secretary

Thomas G. Wyman
Assistant Secretary for Domestic and International Business

Eugene M. Braderman
Director, Bureau of International Commerce

George Donat
Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

America A. W. Favale
Director of Graphics

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Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

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the cover

John T. Connor became the 17th Secretary of Commerce Jan. 18 when Chief Justice Warren administered the oath of office in the presence of the President, the Secretary's wife and three children and a few close friends at the White House. The new Secretary is the first cabinet appointee of President Johnson to take office. After welcoming him to the cabinet the President suggested that between them they had so many relatives and friends in Washington that business should be booming in the capital during inauguration week.

International Commerce

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LAFTA conference concludes first common schedule; list of tariff cuts

Approved schedule includes 113 products; most concessions on 4th national list; concessions made by Brazil, Argentina, Mexico

The Fourth Annual Conference of the Latin American Free Trade Association (LAFTA) has concluded the group's first common schedule and the fourth national list of tariff cuts. The negotiators, meeting in Bogota, Colombia, also passed 19 resolutions dealing with policy questions.

The common schedule (products which will be completely free of duties in intra-LAFTA trade by 1973) was signed by all members of LAFTA, except Uruguay.

Negotiations on the first common schedule, an important step in progress toward a free trade area, consumed more than seven weeks of the eight-week Conference. On two occasions disagreement over the list threatened to bring the Conference to the point of collapse.

An escape clause mechanism was created for agricultural imports within LAFTA after 1973 which may have the effect of weakening the liberalization commitment of the Montevideo Treaty.

Products covered

The approved list includes 113 products which account for slightly more than 25% of present intra-LAFTA trade, the required minimum for the first common schedule. Five basic products on the list—coffee, cotton, copper, cacao, and bananas—alone account for more than 17% of present intra-LAFTA trade.

The other products, which are either traded in small amounts or are not traded at all include metals, construction materials, insecticides, polystyrene, chemical wood pulp, carbon graphite electrodes, industrial sewing machines, lathes and punches, hydraulic jacks, automatic valves and their electric controls and TV picture tubes.

Only eight delegations concluded negotiations on the fourth set of national lists that went into effect Jan. 1. The Uruguayan delegation did not negotiate a fourth national list for Uruguay.

The combined national lists of eight countries cover only 247 concessions. This total is small in comparison with the approximately 1,000 products covered in the third set of national lists negotiated in 1963 (See INTERNATIONAL COMMERCE, Feb. 10, 1964), and the total of approximately 7,500 items negotiated during the 1961 and 1962 sessions, respectively.

Concessions granted

Most of the concessions were made by LAFTA's "Big Three," Argentina, Brazil, and Mexico. The national lists of each of these three countries were also expanded in specific bilateral negotiations with Colombia, under the latter country's claim of "non-reciprocity" in previous negotiations.

Products which the Colombian delegation believed its country could export, such as portland cement, grinding machines, and polivinylcloride, were added to the national lists of Argentina, Brazil and Mexico in an effort to reduce Colombia's serious trade deficit with LAFTA.

Argentina, Brazil, and Mexico each granted new exclusive concessions to Ecuador and Paraguay. Although Chile and Peru granted Paraguay new concessions, not extended to other LAFTA countries, Colombia and Uruguay granted no new exclusive concessions to the two countries classified as less developed under the Montevideo Treaty.

Paraguay was allowed to cancel concessions previously granted on a number of products and Peru on one product.

Integration goals set

Among the important measures approved by the Conference is a lengthy resolution on the goals for the integration movement, in areas other than tariff reduction.

This measure sets forth some ambitious programs for LAFTA including a study for the establishment of a credit system for LAFTA trade, and a LAFTA policy on the location of new industry.

It also calls for a study of the problems involved in standardizing customs procedures. The LAFTA members also agreed to consider existing import restrictions imposed by monetary authorities with the eventual goal of eliminating such restrictions.

New requirements for negotiation of complementarity agreements worked out may prove too cumbersome to provide these agreements with the encouragement needed.

Under this resolution, complementation agreements must include provision for common treatment of imports from non-LAFTA countries of all products and raw materials covered by the agreement, for common treatment of foreign capital in the industry concerned and for harmonization of Government tax and other incentives applied to the industry.

Limitation to agreements

LAFTA countries which are not parties to a complementation agreement will receive the concessions contained in it only after granting adequate, new concessions to the countries already in the agreement. All agreements are limited in duration to 1973.

Some of the most ambitious proposals presented in Bogota, including automatic, linear tariff reductions and a LAFTA payments system, were not seriously considered by the negotiators but simply passed on to the permanent organization for study.

In order to give new impetus to the development of LAFTA, there will be a meeting of the Foreign Ministers of the LAFTA countries, accompanied by other ministers in charge of LAFTA affairs. This meeting will take place as soon as possible, between April 1 and Aug. 31. LAFTA members agreed that the Fifth Annual LAFTA Conference will be held in Montevideo from Oct. 19 to Dec. 4. The members indicated their intention to hold a subsequent conference in Asuncion, Paraguay.

In next week's issue

a special section

Markets in the Near East

Extra copies when available, 35¢ each

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U.S. Government Printing Office,
Washington, D.C. 20402

Newest Trade Center to feature medical instruments, supplies

Program planned to boost U.S. sales of hospital equipment in Scandinavian countries as International Hospital Congress meets

The newest of six permanent U.S. trade marts—the Stockholm Trade Center—will feature medical instruments and hospital supplies June 14-25.

The show is expected to boost U.S. exports of hospital equipment for several reasons:

It will coincide with the 14th International Hospital Congress in Stockholm. This event will be attended by 1,500 to 2,000 prospective buyers from the free world.

Sweden's extensive hospital expansion and modernization program, which will absorb 7% to 8% of the gross national product (GNP) over the next 10 years, will be continued.

The Scandinavian country's hospitals now buy $28 million worth of instruments and supplies—60% of it imported, mainly from the United States, the United Kingdom and West Germany. Sweden's GNP exceeds $15 billion, increasing at a rate of 5% in 1964.

U.S. manufacturers and equipment enjoy an excellent reputation in Scandinavia where modern hospital equipment is eagerly sought and where import restrictions are negligible and tariffs reasonable.

Several services

The Bureau of International Commerce will help participating U.S. firms in several ways by providing:

An agent-finding service, a credit information service, exhibition services (design, fabrication, housekeeping, utilities and others to meet company specifications), an intensive market promotion campaign, and marketing counsel and interpreting as needed.

The Bureau will also pay all costs of inland transportation of exhibit material from the port of entry to the Trade Center and back to the plant.

U.S. firms entering the show must pay a participation fee of $240 and man displays and ship products from the plant to the port of entry.

The Bureau said it will give priority to firms new to the Scandinavian market, those looking for agents or distributors there, and those who want to introduce the latest in U.S. equipment.

Write: Robert F. Kan, Project Officer, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Netherlands speeds up switch to natural gas

The 1965 program of the Netherlands Gas Union calls for conversion of 500,000 manufactured gas connections to natural gas, amounting to almost 20% of the planned conversions. Another 20% have already been converted.

The 140,000 connections planned in the northeastern provinces of Gelderland, Friesland, Groningen, Drente, and Overijsel should ensure that almost all towns in that area will be connected to the natural gas distribution net by the end of the year.

United States widens its share in many overseas markets

Continued economic expansion a major factor in stepped up purchases of U.S. products

More than three-fourth of the 50 leading U.S. foreign markets increased their purchases from the United States in the past 12 months. At the same time, the U.S. share of 32 major markets presented in the accompanying table (pages 4-5) showed an improvement in relation to our foreign competitors.

Continued expansion of economic activity abroad coupled with rising income, which contributed to the strongest advance in world trade, was a major factor in stepping up demand for U.S. products. Total imports into the developed countries abroad outpaced those of the developing countries by almost 3 to 1.

In Canada, the buoyant economy and increased business investment brought about greater purchases of machinery, industrial materials, and consumer goods. Canadian imports from the United States expanded by almost $700 million in the year ending September.

Sales to Japan increased at a slower rate, but still rose by one-fifth. Sharp increases were registered in imports from the United States of metal scrap, organic chemicals, and grains.

Common Market sales

Although the U.S. share of sales to the European Common Market remained about the same, there was a significant expansion in the value of U.S. exports to that area. France and the Netherlands increased their purchases by 30%.

The United Kingdom's imports from the United States continued to increase through November 1964. Imposition of a surcharge on imports in October to alleviate the balance of payments deficit did not appear to affect total British imports from the United States in November, which reached a record high. It will probably be another month or two before the trade returns show any results of the new restrictions.

Scandinavian purchases from the United States also increased. A gain of more than one-fifth was reported for Finland. Expansion of U.S. sales to Portugal—greater than to any other of the 50 markets—was primarily due to large shipments of wheat and steel-mill products. Despite anti-inflationary measures, Switzerland increased its imports of construction machinery, motor vehicles, and highly specialized machinery from the United States. Delivery of jet aircraft to Ireland boosted the U.S. share of total sales to that country.

The demand for imports varied among the Far Eastern countries. Australia, Pakistan, and Hong Kong increased their imports from the United States by more than one-fourth. The U.S. share in the Indian market continued to improve. Reduced AID-financed imports were a factor in lowering the U.S. share of shipments to Taiwan.

Rising export earnings of the American republics helped contribute to the expansion of U.S. sales to that area. Imports of U.S. products into Colombia, Peru, Mexico, and El Salvador rose rapidly.

Gold and foreign exchange holdings of most industrial countries were greater at the end of September than in the previous year, except for the United Kingdom, Italy, and Japan. Reserve balances for the developing countries declined slightly in the third quarter, because of the downturn in most export prices of primary products.

BUREAU OF INTERNATIONAL COMMERCE

Quarterly world

U.S. share of imports into 50 world markets

Value in millions of dollars

Country	1963 imports			1964 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of third quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1963	1964
United Kingdom	13,496	1,399	10.4	Nov.	14,159	1,633	11.5	+16	+28	3,225	3,029
Germany, Fed. Rep.	13,094	1,988	15.2	Nov.	13,290	1,822	13.7	+12	−([1])	7,411	7,757
France	8,732	901	10.3	Oct.	8,307	951	11.4	+17	+30	4,767	5,378
Italy	7,539	1,028	13.6	Oct.	6,124	841	13.7	+ 2	+ 3	3,808	3,359
Japan	6,737	2,078	30.8	Oct.	6,594	1,947	29.5	+22	+20	2,086	1,939
Canada	6,618	4,485	67.8	Sept.	5,564	3,864	69.4	+16	+16	2,577	2,714
Netherlands	5,966	649	10.9	Oct.	5,858	644	11.0	+19	+30	2,053	2,208
Belgium-Luxembourg	5,112	472	9.2	Aug.	3,892	345	8.9	+27	+13	1,897	1,996
Sweden	3,389	341	10.1	Oct.	3,125	318	10.2	+13	+12	801	896
Switzerland	3,255	281	8.6	Nov.	3,308	291	8.8	+11	+18	2,701	2,854
Australia	2,782	593	21.3	Oct.	2,743	585	23.9	+17	+32	1,595	1,976
India	2,376	781	32.9	Sept.	1,711	*512	29.9	− 5	+ 2	561	526
Denmark	2,120	189	8.9	Oct.	2,127	187	8.8	+20	+22	377	573
Spain	1,955	320	16.4	Sept.	1,647	265	16.1	+12	− 6	1,125	1,466
South Africa	1,852	315	17.0	July	1,319	254	19.2	+23	+42	770	727
Norway	1,821	125	6.9	Sept.	1,415	107	7.6	+ 8	+11	346	380
Austria	1,675	79	4.7	Oct.	1,520	80	5.3	+ 9	+18	1,209	1,265
Malaysia[2]	1,648	93	5.7	Sept.	1,046	64	6.1	−14	− 6	928	902
Brazil	1,487	457	30.7	Sept.	936	311	33.2	−10	− 9	296	[3]241
Hong Kong	1,297	137	10.6	Oct.	1,231	146	11.8	+17	+31	([4])	([4])
Mexico	1,240	850	68.6	Oct.	1,227	835	68.1	+17	+15	465	500
Finland	1,208	74	6.2	Oct.	1,231	75	6.1	+22	+23	315	379
Yugoslavia	1,057	186	17.6	Aug.	902	114	12.6	+25	−28	132	72
Argentina	981	242	24.6	Sept.	766	184	24.0	− 5	−15	271	[5]190
Venezuela	968	523	54.0	Apr.	308	165	53.6	− 9	− 7	676	772
U.A.R. (Egypt)	916	250	27.3	June	428	144	33.6	+15	+28	216	[6]233
New Zealand	903	85	9.4	Sept.	714	72	10.1	+11	+18	214	230
Pakistan	889	386	43.9	Sept.	716	300	32.1	+22	+26	318	280

market report

Country	1963 imports			1964 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of third quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1963	1964
Ireland	858	51	6.0	July	589	49	8.3	+16	+22	380	438
Netherlands Antilles	841	87	10.3	Mar.	202	18	8.7	− 6	+([1])	([4])	([4])
Greece	803	83	10.3	Oct.	709	84	11.9	+14	+33	292	284
Turkey	691	212	30.5	Oct.	445	123	27.6	−14	−10	158	115
Philippines	687	282	41.0	Aug.	564	226	40.2	+34	+19	89	[6]100
Israel	675	185	27.4	Oct.	682	171	25.0	+26	+14	513	551
Portugal	656	58	8.9	Oct.	585	69	12.0	+15	+57	798	[5]900
Chile	638	224	35.1	June	277	103	37.1	+10	+ 4	82	99
Thailand	602	104	17.3	Sept.	488	84	17.2	+13	+14	577	[6]601
Nigeria	580	50	8.6	June	327	32	9.9	+11	+38	268	218
Korea, Rep	560	284	50.7	Sept.	285	141	49.6	−23	−25	107	128
Peru	557	208	37.2	Aug.	384	157	41.0	+ 3	+12	127	158
Iran	523	88	16.8	Aug.	428	77	17.9	+22	+20	246	227
Colombia	506	263	52.0	Aug.	396	199	50.3	+21	+20	97	101
Morocco	443	44	10.0	Sept.	330	32	9.8	+ 5	+14	144	63
Trinidad and Tobago	375	60	15.8	June	208	26	12.5	+ 5	− 7	([4])	([4])
Taiwan	362	151	41.6	Sept.	285	93	32.8	+10	−14	210	324
Viet-Nam, Rep. of	286	107	37.4	June	136	57	41.6	+11	+17	172	157
Libya	239	48	20.0	June	146	37	25.4	+ 9	+14	122	185
Jamaica	226	68	30.3	July	164	51	31.2	+16	+22	86	98
El Salvador	152	51	33.8	June	86	30	34.9	+25	+27	45	50
Costa Rica	124	59	47.7	June	63	29	46.3	+ 5	+ 2	14	[5]16

Note: The data include all countries for which current statistics are available, which imported from the United States merchandise valued at $40 million or more in 1963. To present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following: Australia, Canada, Netherlands Antilles, New Zealand, Philippines, Republic of South Africa, and Venezuela. Reserves include the gold tranche positions of those countries which are members of the International Monetary Fund. Data on reserves exclude known holdings of inconvertible currencies and balances under payments agreements.

[1] Less than 0.5%.
[2] Malaya and Singapore only.
[3] End of second quarter.
[4] Not available.
[5] End of August.
[6] End of first quarter.
* Preliminary data which are known to be understated.

Source: Official trade statistics of listed countries.
International Monetary Fund, International Financial Statistics.

Worldwide import rules

License and exchange-permit requirements summarized for U.S. exporters

Foreign governments' import-license and exchange-permit requirements—as of Jan. 1, 1965—are summarized below. Most countries in the world are included, under 5 regional groupings.

Prepared in the Office of International Regional Economics (OIRE), Bureau of International Commerce, the summary updates the one published in INTERNATIONAL COMMERCE, Jan. 6, 1964.

Many countries which require import licenses for commercial shipments permit unlicensed imports of commercial samples and advertising matter of no commercial value. Some place a value limitation on such imports, however.

Other general exceptions apply to gift packages—with limitations as to contents and/or value in some instances—and to goods imported in replacement of damaged or unsatisfactory articles previously imported, reimported articles previously exported for repairs, and goods imported by or on behalf of the central or a state government or an agency thereof. Countries which do not require import licenses for commercial imports, however, control imports of firearms, ammunition, explosives, narcotics, and anything considered detrimental to the health, safety or general welfare of the country.

More detailed information on licensing and exchange-control regulations of individual countries is published in the *Overseas Business Reports* series entitled, "Foreign Trade Regulations of (country)," or may be obtained from the Department of Commerce Field Offices and from OIRE.

AFRICA

ALGERIA—Import license required for only certain products which are subject to import quotas. Licenses valid for 3 to 6 months and cannot be renewed or extended. Exchange permit not required.

BURUNDI and RWANDA—Import license necessary. Valid for 6 months from first of month following date license is stamped with exchange visa. Licenses for goods considered essential to each country's economy carry right to foreign exchange. Licenses granted for other goods do not include official allocation of exchange.

CAMEROON and EQUATORIAL CUSTOMS UNION —Central African Republic, Chad, Congo (Brazzaville), Gabon—Import license required. An Exchange Office visa is necessary on the import license issuance of which assures release of foreign exchange. Licenses valid for 6 months from date of issuance of exchange visa and are renewable for two periods of 3 months each for non-capital goods and for three periods of 6 months each for capital goods.

CONGO (Leopoldville)—Import licenses required and are currently issued, usually on a quarterly basis, only for goods required to maintain economic activity. Foreign exchange strictly controlled, but issuance of import license normally guarantees release of foreign exchange. In addition, it is possible to obtain licenses for firms paying for goods with own foreign exchange, provided goods are not for resale.

DAHOMEY—Imports are subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from U.S. subject to import licensing under a global quota system. Import licenses are issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of import license usually carries right to foreign exchange.

ETHIOPIA—No import license or exchange permit required.

FRENCH SOMALILAND—No import license necessary except for certain drugs. Exchange permit not required.

GAMBIA—Most goods are imported under an Open General License; a few excepted items require a specific license. Licenses are usually valid for 1 year. Exchange authorization required, but license usually carries right to foreign exchange.

GHANA—Specific import licenses required for most goods except for a few items of an educational or scientific nature and other miscellaneous commodities which may be imported under an Open General License. Licenses, normally valid for either 6 months or 1 year, usually carry right to foreign exchange. Due to balance-of-payments difficulties, Ghana revoked, with few exceptions, all 1964 import licenses; current practice restricts licensing to imports considered economic necessities.

GUINEA—With few exceptions, all imports must be licensed and are strictly controlled. Imports from countries (including United States) with which Guinea does not have a bilateral trade agreement are not licensed if those commodities are available in countries with which Guinea does have a trade agreement. Licenses, usually issued on an annual basis, normally carry right to foreign exchange.

IVORY COAST—Imports are subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for certain nonquota items. Most imports from United States are subject to a global quota which is gradually being liberalized. Licenses are issued for specific types of commodities, and usually only for those not available in franc zone. Capital goods not available in franc zone must be licensed but are not subject to quotas. Import licenses are valid for 6 months and can be renewed twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization is required, but issuance of the import license usually carries the right to foreign exchange.

KENYA—Commodities are imported under an Open General License or a specific import license, valid from date of issue until end of calendar year. Exchange permit issued by an authorized bank is required, but granting of the license usually guarantees release of foreign exchange.

LIBERIA—Import license necessary for only a few items. Exchange permit not required.

LIBYA—Most items imported under Open General License but some require a specific license. For goods originating in United States, licenses are valid for 6 months and may be extended for 3 months. Longer periods of validity may be granted for imports of industrial or agricultural machinery. Foreign exchange automatically allocated for licensed imports.

MALAGASY REPUBLIC—Import licenses, based on a global quota, required for goods from United States. Licenses are valid for 6 months and are usually issued in March and September. Two successive extensions of 3 months each may be granted. Import license assures release of necessary foreign exchange.

MALAWI—Import license required. Goods are admitted with either an Open General License or a specific license, usually valid for 6 months. Import license carries right to foreign exchange.

MALI—Imports are subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States are subject to import licensing under a global quota system. Import licenses are issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 6 months each for capital goods. Exchange authorization required. Issuance of import license does not guarantee release of foreign exchange.

MAURITANIA, NIGER, and SENEGAL—Imports are subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States are subject to import licensing under a global quota system. Import licenses are issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of import license usually carries right to foreign exchange.

MAURITIUS—Most goods are imported under an Open General License with a few expected items requiring a specific license. Licenses are usually valid for 1 year. Exchange authorization required, but license usually carries right to foreign exchange.

MOROCCO—Import license required for all U.S. goods. Licensing preference given to those items necessary for economic development. A 25% deposit, based on f.o.b. value of goods, must be made at time import license is requested. Licenses, valid for 6 months, normally carry right to foreign exchange. However, due to current balance-of-payments difficulties, Morocco has temporarily banned all imports except for those items considered economic necessities; these items, regardless of national origin, are licensed under rigid control.

NIGERIA—Most imports admitted under Open General License but some require a specific license. Licenses are issued on 12-month basis. Exchange authorization required, but issuance of license usually guarantees release of foreign exchange.

PORTUGUESE OVERSEAS PROVINCES, including ANGOLA, MOZAMBIQUE, and PORTUGUESE GUINEA—Import licenses necessary and generally granted only if goods deemed essential and not available from Portugal or any of its overseas Provinces. Licenses usually valid for 6 months. Exchange permit required, but import license normally assures release of necessary foreign exchange.

RHODESIA—Most goods admitted under Open General License with certain commodities requiring a specific license. Licenses, usually valid for 6 months, carry right to foreign exchange.

SIERRA LEONE—Most items admitted under Open General License, but certain commodities subject to a specific license. Licenses usually valid for 1 year. No exchange permit required; license assures release of necessary foreign exchange.

SOMALI REPUBLIC—Import license required. Goods admitted under Open General License or a specific license, usually valid for 4 months. Exchange authorization required, but import license normally carries right to foreign exchange.

SOUTH AFRICA, REPUBLIC OF, including SOUTH WEST AFRICA, and the British High Commission Territories of BASUTOLAND, BECHUANALAND, and SWAZILAND—Import licenses necessary except for commodities on the Free List or goods of minor value (for example, samples, gifts under 1 rand—US $1.40—in value) which are on the Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods are licensed freely on the basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, is strictly controlled. Consumer goods not licensed under "reasonable requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to March 30 of the following year. Once import license has been issued, acquisition of foreign exchange from an authorized bank is assured.

SUDAN—Goods considered essential for either consumption or economic development, and other miscellaneous items are imported under Open General License. Goods which compete with locally produced commodities or are considered luxuries are admitted only under a specific import license. Automobiles with a c.i.f. value exceeding 500 Sudanese pounds (1 Sudanese pound = about US$2.89) are prohibited. Licenses are valid for 3 months and may be extended if justifiable reasons are given at least 3 weeks before expiration date. Exchange authorization required, but import license usually assures release of necessary foreign exchange.

TANZANIA—Commodities are imported under an Open General License or a specific import license, normally valid for 6 months. Issuance of license usually assures release of necessary foreign exchange.

TOGO—Import licenses are required and are valid for 6 months, but they can be renewed twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization necessary, but import licenses usually carry right to foreign exchange. Licensing procedures do not favor franc zone goods.

TUNISIA—Import license required. For importation of certain capital goods and raw materials considered essential there are no quantitative restrictions, and issuance of license is usually assured. Such items are known as liberalized goods. Nonliberalized commodities are subject to quotas or a special import program and are more strictly licensed. Many nonessential items require advance deposits ranging from 25 to 100% before license is issued. Licenses usually valid for 6 months. Exchange authorization required, but issuance of license usually assures release of necessary foreign exchange.

UGANDA—Most commodities imported under Open General License but some goods require a specific import license. Licenses valid for 6 months. Exchange permit must be obtained from an authorized bank, but issuance of import license usually assures release of necessary foreign exchange.

UPPER VOLTA—Imports are subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States are subject to import licensing under a global quota system. Licenses are issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of import license usually carries right to foreign exchange.

ZAMBIA—Import license required. Goods are admitted with either an Open General License or a specific license, usually valid for 6 months. License carries right to foreign exchange.

EUROPE

AUSTRIA—Import licenses required for majority of goods. Those for liberalized items (practically all nonagricultural and certain agricultural products) are automatically granted at time goods cross border. Licenses normally valid for 6 months; may be extended for justifiable reasons. No separate exchange permit required.

BELGIUM—No import license necessary, except for a small number of products. Licenses usually granted freely, where required, and are valid for 4 months. No separate exchange permit required.

BULGARIA—Import license necessary; importing government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

CZECHOSLOVAKIA—Import license necessary; importing government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

DENMARK—Import license required only for limited list of nonliberalized products. License usually issued for 12-month period. No separate exchange permit required.

FINLAND—Import license required only for a limited list of nonliberalized products. License usually valid for 6 months. No separate exchange permit required.

FRANCE—No import license necessary, except for limited number of mainly agricultural products. Licenses generally valid for 6 months. No exchange permit required.

GERMANY, FEDERAL REPUBLIC OF, including WEST BERLIN—No import license necessary except for certain agricultural products; a few nonagricultural items also require licenses but these are freely granted. Licenses normally valid for 6 months. No separate exchange permit required.

GERMANY, SOVIET ZONE, including Soviet sector of Berlin—Import license necessary; Government agencies responsible for securing own permit. Exchange permit required, but import license automatically provides for allocating necessary foreign exchange.

GREECE—No import license necessary except for specified items, including rice, motor vehicles, automotive chassis and bodies, used clothing, textiles, machinery and spare parts, precious metals and articles thereof. No exchange permit required; but applications for foreign exchange must be registered with the authorities. Bank of Greece approval is required for goods imported under AID authorization.

HUNGARY—Import license necessary; importing government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

ICELAND—Import license not necessary for items on free list and limited number of staples. For all other items import license required; usually valid for 6 months. Exchange permit required, except for special conditional free list imports.

IRELAND—Import licenses required only for a few products. License normally valid for a maximum of 6 months. Exchange permit not required, except for importations from United States exceeding £2,000 ($5,600) for each transaction.

ITALY—Import licenses required only for a limited number of items. Licenses generally valid for 6 months. No exchange permit required.

LUXEMBOURG—Import licenses required only for a small number of products. Licenses, usually granted freely, are valid for 4 months. No separate exchange permit required.

NETHERLANDS—No import license necessary,

except for a small number of products. Licenses, usually granted readily, are valid for 4 months, with possibility of extension for valid reasons. No separate exchange permit required.

NORWAY—Import license required only for a limited list of nonliberalized products. Validity of import license usually indicated on license. No separate exchange permit required.

POLAND—Import license necessary; importing government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

PORTUGAL, including the AZORES and MADEIRA—Import licenses necessary but are granted automatically for most products. Licenses are valid for 6 months and can be extended for additional 6 months or even longer where justified. Exchange permit required.

RUMANIA—Import license necessary; importing government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

SPAIN, including CANARY ISLANDS—Import license and exchange permit not necessary except for nonliberalized products. License generally valid for 3 months.

SWEDEN—Import license required only for automobiles and certain agricultural products. Licenses for automobiles are granted freely. No separate exchange permit required. Validity of import license usually indicated on license.

SWITZERLAND—No import license necessary except for a few agricultural products. No exchange permit required. Licenses generally valid for 3 months.

UNION OF SOVIET SOCIALIST REPUBLICS—Import license necessary; importing government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for necessary foreign exchange.

UNITED KINGDOM—Import licenses not required except for a limited number of products, for example: grapefruit, grapefruit juice, orange juice (except unpasteurized frozen concentrate), fresh apples and pears, certain airplanes, and cigars. Licenses usually valid for 1 year. Exchange permits, required only for import transactions value over £2,000 ($5,600), routinely issued.

YUGOSLAVIA—Import license not necessary but only licensed import firms are permitted to carry on import operations. Exchange permit not required but government maintains strict control over foreign exchange allocations.

FAR EAST, OCEANIA

AUSTRALIA—Import licenses not necessary except for 4 products: lumber, aluminum products, roller and ball bearings, second-hand or used excavating and construction machinery and equipment. Licenses valid for 1 year. Exchange permit not required.

CAMBODIA—SONEXIM, State trading agency, imports on basis of a simple import declaration countersigned by Cambodian Bank of Commerce. Agency carries out all import operations in conformity with a National Import Plan established by the government for each calendar year. The Bank of Commerce releases foreign currency and maintains strict control over nonessential imports. There is a special high exchange rate for luxury imports. Trade associations, private firms, government agencies must submit request for imports to SONEXIM.

HONG KONG—Import license necessary only for dutiable, strategic, or short-supply goods; relatively few items affected. Exchange permit not required for transactions financed at free market rate but required for a limited number of imports financed at official rate of exchange.

INDONESIA—Combined import/exchange license necessary except for imports of essential goods, raw materials, and equipment made with automatic foreign exchange allocations called SPP's (20% of f.o.b. export proceeds which exporters and producer/exporters are allowed to use themselves or sell to others); and imports by national producers and producer/exporters of equipment, spare parts, and raw materials for their own use, made with additional foreign exchange allocations called A.D.'s (5% of f.o.b. export proceeds).

JAPAN—Import license necessary but readily available for majority of items. Certain items require import quota allocation certificate from Ministry of International Trade and Industry prior to issuance of import license by foreign exchange banks. For other items, only import licenses required—automatically granted by banks. License, valid for 6 months, carries right to foreign exchange. Importers also required to make advance deposit for many categories of products.

KOREA, REPUBLIC OF—Import license necessary from Ministry of Commerce and Industry for restricted items listed in semi-annual Trade Plan and for items not specifically designated. A few other items, importable on an "automatic approval" basis, do not require specific license. Importers, after receiving licenses, may purchase, on open market, foreign exchange certificates issued by foreign exchange banks which entitle the holder to purchase foreign exchange. Certificates are not required for imports with AID or PL 480 funds. Import permits are valid for 6 months except from Japan in which case the validity period is 4 months.

LAOS—Both import license and exchange permit required.

MALAYSIA—Specific import license not required except for a few items not importable under Open General License for reasons of health, safety or morals. Singapore also requires licenses for a limited number of items to protect domestic industries. Exchange permit not required.

NEW ZEALAND—Import license necessary except for a few items such as sugar, sulfur, unmanufactured tobacco, and most petroleum products. Exchange permit not required. Import licenses are usually issued on a licensing year basis and, unless cancelled, are available for the importation of the specified goods at any time during the year. Licenses cease to be valid after the end of the year, but they can be extended. Extensions are granted only for special reasons such as shipping strikes or other emergencies.

TAIWAN—Import license necessary. Exchange permit required but generally automatic with issuance of import license. Import permits are valid for 6 months for U.S. goods, and may be renewed for another 6 months if necessary. Import permits for goods from Japan and Hong Kong are valid for 3 months.

THAILAND—Import licenses required for 79 items; others may be freely imported without license. Validity periods for licenses based on 3 geographic designations, with 6-month period applicable to licenses for imports from Western Hemisphere, Europe, and Australasia.

VIET-NAM, SOUTH—Import license necessary. Exchange permit required but import license carries right to foreign exchange. Import license is valid for 2 months from the date it is visaed by the National Exchange Office for imports from Asian sources and for 3 months for imports from American, European, African, and Australian sources.

NEAR EAST—SOUTH ASIA

ADEN—Neither import nor exchange permit required.

AFGHANISTAN—Import license is not required for most imports, but declaration or customs permit must be obtained from Afghan border officials or from trade agents abroad. Exchange permit not required, but permission to remit foreign exchange to exporters abroad must be obtained from Da Afghanistan Bank.

BAHREIN—Neither import license nor exchange permit required.

BURMA—Foreign trade is nationalized. All importing is done by government agencies, mostly through open tenders, although some purchases are made by direct negotiation. Foreign exchange allocations are not announced publicly. Foreign exchange is drawn automatically for authorized imports.

CEYLON—Import license required except for imports on government account or under the usual exceptions (free gifts, trade samples, advertising matter, baggage, books and printed matter). Granting of foreign exchange is not automatic and requires separate and specific approval. In actual practice this is little more than a formality. Depending on the commodities involved, import licenses may be valid for 6 months, 12 months, or, in exceptional circumstances, longer.

CYPRUS—Import license required for any imports not included under Open General License. Exchange permit granted automatically for authorized imports.

INDIA—Import license required for all goods except government imports. Licenses are usually valid for one year, with a condition that remittance for the goods will not exceed 50% of the value of the license during the first 6 months of the validity period. Capital goods licenses may be valid up to 18 months. An exchange permit is issued automatically for authorized imports.

IRAN—Import licenses are not required, except for certain commodities including cement, dynamite, tobacco, and insecticides. Licenses normally valid for 6 months. Imports of firearms, explosives, and some medicines require prior government approval. Every importer must hold a "trade card" unless specifically exempted, and the importation of many commodities is unauthorized. No exchange permit is required except for controlled

commodities, but most items require prior deposits of up to 100% of the value of the goods.

IRAQ—Import license, issued by Central Government, and exchange permit, obtained through Central Bank or an authorized dealer, required for all commercial imports. Importation of certain commodities, including drugs, pharmaceuticals, non-industrial chemicals, surgical equipment, motor cars and spare parts, tires, tubes, baby foods, milk, tea, and sugar is a government monopoly, and must be channeled through designated government trade agencies. Validity periods of import licenses vary from 6 to 12 months, according to the commodities involved.

ISRAEL—About half of the imported items do not require licenses; all others do. An exchange permit is granted automatically for authorized imports. Licenses are normally valid for 6 months.

JORDAN—Import license and exchange permit required for all commercial imports. Licenses are normally valid for 6 months but may be extended.

KUWAIT—No import license or exchange permit required except for firearms, munitions, poisons, pork, and alcoholic beverages.

LEBANON—Import license required only for certain commodities which are locally produced. No exchange permit required for any imports.

MUSCAT & OMAN—Neither an import license nor an exchange permit is required.

NEPAL—Import license required for all except government imports. Exchange permit issued automatically for authorized imports.

PAKISTAN—Import licenses required for all except government imports, certain "Free List" items, and goods imported under export bonus plan. Licenses are generally valid for 6 months. For capital goods and machinery, the license is valid for 12 months. An extension up to 24 months may be granted. Exchange permits are issued automatically for authorized imports.

QATAR—Neither import license nor exchange permit required.

SAUDI ARABIA—Neither import license nor exchange permit required.

SYRIA—Import license required for shipments of merchandise exceeding $100 in value. With certain exceptions, license is valid only after approval by "competent authorities." A copy must be forwarded to both the Exchange Office and authorized bank, which will release the required foreign exchange. These regulations do not apply to government imports, medical and laboratory supplies, movie films imported by air, fuel oil and gasoline imported by oil marketing companies, and agricultural produce imported across the border. Import licenses are valid for 6 months, renewable for an additional 3 months, provided (1) an extension is requested before the license expires, and (2) goods (or part of them) have already been shipped from country of origin.

TRUCIAL STATES—Neither import license nor exchange permit required.

TURKEY—A license and prior deposit are required for all imports. Licenses are valid for 6 months or such extended time as may be granted.

UNITED ARAB REPUBLIC—An import license and exchange permit are required for all commercial imports. All imports are channeled through selected government-owned trading companies, public industrial companies, or government agencies. Licenses are normally valid for 60 days; however, they may be extended up to 8 months for letter-of-credit transactions.

YEMEN—Neither import license nor exchange permit required.

WESTERN HEMISPHERE

ARGENTINA—Import license or exchange permit not required, but all luxury and nonessential imports are either prohibited or subject to prior deposit ranging up to 100% for 180 days. Payments for capital goods imports must conform to extended financing terms established by the Central Bank.

BOLIVIA—Import permits required for number of food products, valid for 180 days, chemical products, machinery, and other miscellaneous products. However, these are readily granted for importation of U.S. goods. There are no exchange controls.

BRAZIL—Import license not required except for luxury goods or other commodities considered non-essential to the economy, and items imported without exchange cover. Licenses are valid for the period stipulated therein, usually 180 days. However, prior deposit and certificate of exchange cover is required for most commercial imports. Exchange permit not required. Foreign exchange for imports is purchased in the free market at rates fixed from time to time by Bank of Brazil. Certificates obtained at auction give right to purchase exchange for non-essentials and the right to an import license.

BRITISH COLONIES, n.e.s.—Import license periodically required for vegetables and flower imports into Bermuda. All imports into Bahamas must have import license as a formality. Barbados, Leeward Islands, Windward Islands, British Honduras, British Guiana, and minor Colonies, Protectorates and Trusteeship Territories do not require import license except on limited list of items as gold bullion, fireworks and explosives, arms and ammunitions, fats and oils, soaps, sugar, rice, eggs, footwear, preserves, and citrus products. Foreign exchange is generally available.

CANADA—Import license necessary only for butter; butter fat; cheddar cheese; dried skim milk; wheat, oats, and barley and certain processed products of these grains; natural gas; radioactive and fissionable materials, isotopes, and equipment for production, use, or application of atomic energy. Import of alcoholic beverages requires Provincial licenses. Used automobiles manufactured before year in which importation is sought, used aircraft, oleomargarine, and butter substitutes and spreads cannot be imported. Licenses are valid for 1 to 6 months depending on the product. No exchange permit required.

CHILE—Import registration receipt required, and goods not appearing on list of permitted imports are prohibited. A number of such "prohibited" goods are allowed entry into free port of Arica and Provinces of Magallanes, Aysen, and Chiloe. Most goods are subject to a prior deposit at the time of registration in local currency which is often equal to the amount of the surcharge, returnable after 90 days on most goods. Permitted imports are subject to ordinary duties, additional tax, and surcharge. Surcharge alone ranges up to 350% of c.i.f. value. Exchange for imports is available at the official bankers' rate. Futures available for specified goods. Exchange cover is not legally available for at least 120 days after date of bill of lading. Exchange permit not required.

COLOMBIA—All imports except from LAFTA countries require prior import licenses. This is a temporary measure while the new tariff schedule is being introduced, and is to remain in effect until March 1, 1965. After that date, prior import licenses will probably continue to be required on a majority of tariff classifications. In addition, all imports require prior registration at the Central Bank, which authorizes the amount of exchange specified on the registration certificate. Validity period of registration certificates is 5 months unless otherwise stated. Prior deposit, required on most imports, is prerequisite for applying for import registration.

COSTA RICA—A general system of import licensing and exchange controls does not exist in Costa Rica. However, prior registration necessary for importation of most pharmaceutical products and prior approval (subject to presentation of a sanitary certificate) necessary for importation of foodstuffs. Prior approval also necessary for importation of live animals, plants, and seeds.

DOMINICAN REPUBLIC—Import license not required. However, the importer must deposit 40% of the f.o.b. value, held for 6 months. Most basic foodstuffs, medicinal products, official government imports, and printed matter other than advertising are exempt from the deposit requirement.

ECUADOR—Import license required. A prior import deposit ranging from 15 to 80% of c.i.f. value required on most imports and is prerequisite for obtaining import license. Licenses are valid for 120 days, which may be extended in special cases. No exchange permit required. Approved import license carries right to receive foreign exchange.

EL SALVADOR—Prior approval of Exchange Control Department of Central Bank is necessary before placing orders abroad for any kind of goods. These import licenses are for exchange control purposes and are granted freely.

GUATEMALA—Import license not required except for maps of Guatemala, explosives, poultry, and wheat flour. Exchange permit required but granted freely.

HAITI—Government has blanket authority to fix import quotas, but authority has not been officially invoked. Import licenses required for shoe polish, rice, and cotton cloth and its manufactures. Government tobacco monopoly also controls imports of tobacco, matches, soap, detergents, edible oils, cement, sugar, and some other products. Exchange permits not required.

HONDURAS—Import licenses not required, except for pharmaceuticals, arms and ammunition, and the like. Exchange permit not required.

JAMAICA—Import license not required except on some items in commodity categories as clothing, electrical equipment, fish, poultry, pork, footwear, fats and oils, motor vehicles, plastics, paints, metal fur-

niture and materials, preserves, and light metal manufactures. Foreign exchange automatically issued by commercial banks except for items requiring specific import license on which approval must be obtained from Exchange Control Authority.

MEXICO—Import license valid for 90 working days required for extensive list of articles. Exchange permit not required.

NETHERLANDS ANTILLES—Import licenses valid for 6 months required for all goods except a fairly extensive list of commodities for common consumption. No exchange permit required for commodity imports.

NICARAGUA—Imports are subject to prior registration, valid for 6 months. Prior deposit ranging from 40 to 80% of value required, except for "essential" goods.

PANAMA—Import permits required for salt, milk and milk products, tomatoes and tomato products, flour, eggs, chickens, certain other agricultural products, cotton plush, various medicinal ointments, wire screen and its substitutes, washing powders and detergents, steel rods and bars, and certain other products. There are no exchange controls.

PARAGUAY—Import license not required. All imports subject to exchange surcharge of 28% of c.i.f. value, in addition to basic duties and additional tax for most items. Many imports are subject to prior deposit of 100% of f.o.b. value, in local currency, returnable after 120 days. Exchange permit not required.

PERU—There are no exchange restrictions affecting imports, and import licenses are not required.

SURINAM—Import licenses, valid for 90 or 180 days, which guarantee access to foreign exchange, required on virtually all items.

TRINIDAD and TOBAGO—Import license not required except on some items in commodity groups as cereals, feeds, citrus and preserved fruits, animal and vegetable fats and oils, crude and partly refined petroleum, soaps and cleansers, coloring materials, paper products, textile fabrics, metal containers, furniture and clothing. Foreign exchange almost always obtainable, but application must be made to Ministry of Finance in connection with all commercial shipments.

URUGUAY—Import license not required, but imports must be registered. Most imports subject to surcharges of from 30 to 300% of c.i.f. value, in addition to basic duties and miscellaneous smaller taxes. All goods that are subject to surcharge of 150% or more must pay prior deposit of 200% of c.i.f. value, which is returnable after 9 or 12 months, depending on the product. Goods with either no surcharge or subject to the minimum 30% surcharge are eligible for exchange coverage at the official pegged rate. Most others must use "free" rate. Exchange permit not required.

VENEZUELA—Most merchandise may be imported free of licensing restrictions. Import licenses are required, however, on most food products and a range of other products which compete with Venezuelan manufactures. A single exchange rate of 4.5 bolivares to $1 is applicable to all imports, except wheat and powdered milk, which enjoy an effective rate of 3.35 bolivares to $1. Exchange permits are not required.

Immobile money-makers aid international trade

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

ST. JOHN, Virgin Islands—The next to the last door anyone would open to look for an interest in international commerce would be the door to the U.S. Department of the Interior. The very last door would be the one to that Department's National Park Service.

So sit a tropical evening and talk with George Ruhle, an Interior Department veteran who is here this week to inspect this portion of the United States. Then learn how Glacier National Park, as immovable as the New York Mets from last place, contributes to overseas trade.

Palm and tamarind trees rustle in the Caribbean night while a breath of warm wind whispers across the open porch of the Interior Department's diggings on this story-book island. This is an outpost so isolated there are only three telephones, where most church services are held every other Sunday, where no barber or drycleaning shop exists and only rain furnishes water.

The National Park Service runs everything. When officials want to call anyone, they use the pay phone on the hotel desk at Caneel Bay, four miles from headquarters.

The whole Caribbean seems to be trimmed in sparkling silver. When velvet night turns the sparkle off, the darkness is relieved by lights illuminating trees and gardens. St. John is beautiful and this is not the first time it has caused a journeyman columnist to try to make poet laureate.

In the splash of yellow light, George Ruhle's crewcut hair sparkles like nerve ends in a medical journal advertisement. Opposite him sits Charles G. Sauers, head of the 50,000-acre Cook County (Illinois) Forest Preserve District and one-time advisory board member to the National Park Service.

"I took a two-year leave of absence not long ago and went to Thailand and Indonesia," Ruhle said. "There I realized that U.S. parks, as stationary as Pennsylvania Avenue, should pepper their story so foreigners everywhere would come to see them.

"Last year we had 2½ million visits by overseas guests. This does not mean 2½ million citizens of other lands were traipsing woods and streams, because many visited several parks. But it adds up to a whale of a lot of interest.

"We work closely with the U.S. Travel Service, providing inexpensive healthy education. It's one reason this government is cutting down the difference between what our citizens spend overseas and what is spent here by tourists from other lands. The national parks help bring the gold back home.

"We try to have interpreters. Independence Hall in Philadelphia has explanatory tapes in seven languages. We give advice to other governments on how to handle parks, which brings working friendship at a public level. Itineraries are planned for visiting park administrators and, when possible, guides are furnished."

Eighty nations now have national parks. "It's a status symbol," says Ruhle, who is linguistically equipped to converse with park men from almost any of the 80. He speaks 20 languages, including Swahili, Malayan, and Thai.

It is now 11 o'clock. In the distance the lights of Tortola, largest of the British Virgin Islands, wink off and on. Four miles away, St. Thomas winks back. On St. John, everyone but us is asleep.

States share export pie

California leads in value of shipments and North Dakota shows best growth rate

"Exports hit a new peak," says the headline in INTERNATIONAL COMMERCE.

Who supplied the goods? Who collected the profits?

Most of the nation is involved in the success of the export expansion drive, a Department of Commerce survey discloses. And most of the nation is sharing the payoff.

The volume of overseas shipments from California, North Dakota, Vermont—in fact, from all but two states on the roster of 50—touched new levels, both in percentage of exports and value of merchandise sold, the study shows.

Three-way data

Statistics were gathered by the Commerce Department's Bureau of the Census and released by former Secretary of Commerce Luther H. Hodges in one of his last official acts before retiring from the Cabinet.

The study covers the years 1960 and 1963 and deals with the origin and value of products manufactured for export. Findings are presented for states, geographical regions and major product groups.

According to the survey:

California led the nation with exports valued at $1.5 billion, an increase of 11% in the period of the survey.

North Dakota topped them all in rate of increase—a big 46%, most of it in the category of "food and kindred products." In dollar value, the state's exports went to $1.6 million.

Regionally, the East North Central area was first with exports valued at $4.9 billion, an increase of 19% in the period. The survey defines the area as being composed of Illinois, Indiana, Michigan, Ohio and Wisconsin.

In rate of increase, the Mountain area was first with 26%. For survey purposes, this area consists of Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah and Wyoming. Total value of exports was $227 million.

Rise and fall

Among the 20 major commodity groupings in the survey, the greatest gain in dollar value of exports was in the "machinery, except electrical" category, which went to $3.4 billion, up 23%.

The biggest rate of increase, 37%, was in the category including engineering and scientific instruments and related products, which went to $813 million. The biggest decrease, 21%, was in the category including steel mills and foundries, which dropped to $952 million.

Of the states, only New Hampshire and Washington failed to register gains in the period. The value of New Hampshire exports dropped 12% to $40 million and Washington's dropped 37% to $300 million.

Nationally, the at-port value of exports rose from $16 to $18.2 billion, or 14%, during the period.

'Beginning to pay'

"These figures indicate that the Government's export promotion efforts, undertaken with the support of Congress and the co-operation of the business community, are beginning to pay off," Hodges said.

"Continued efforts to expand trade will further strengthen our domestic economy, increase jobs and strengthen the world-trade position of the United States."

After California, the top 10 states in value of exports included, in order:

New York—$1.447 billion, up 18%.
Illinois—$1.44 billion, up 17%.
Ohio—$1.4 billion, up 17%.
Pennsylvania—$1.2 billion, up 14%.
Michigan—$1 billion, up 18%.
Texas—$899 million, up 9%.
New Jersey—$841 million, up 8%.
Massachusetts—$526 million, up 31%.
Wisconsin—$500 million, up 30%.

Other Leaders

After North Dakota in rate of increase were Vermont, 38%; Idaho, 36%; South Dakota, 35%; Mississippi, 34%; Alabama and Minnesota, 32% each; Massachusetts, 31%; Wisconsin, 30%, and Kansas, 29%.

In order after the East North Central area, the regions and the value of their exports were:

Middle Atlantic (New York, New Jersey, Pennsylvania)—$3.5 billion, up 14%.

Pacific (Washington, Oregon, California, Alaska, Hawaii)—$1.9 billion, up less than .5%.

South Atlantic (Delaware, Maryland, District of Columbia, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida)—$1.7 billion, up 10%.

All are up

West South Central (Arkansas, Louisiana, Oklahoma, Texas)—$1.3 billion, up 11%.

New England (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut)—$1 billion, up 19%.

West North Central (Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas)—$804 million, up 20%.

East South Central (Kentucky, Tennessee, Alabama, Mississippi)—$592 million, up 14%.

Mountain (Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah, Wyoming)—$227 million, up 26%.

OVERSEEING THE JOB of constructing Japanese Atomic Fuel Corp. installation is Arthur L. Maharam (l.), Nuclear Materials & Equipment Corp. engineer.

Firm's energy is nuclear

'E' award won by Nuclear Materials & Equipment Corporation of Apollo, Pa.

By STANLEY LICHTENSTEIN
Staff Writer

As deceptively simple as $e=mc^2$ is the formula by which the Nuclear Materials and Equipment Corp. (NUMEC) of Apollo, Pennsylvania, won its "E"-for-export-excellence pennant recently.

Einstein's equation, bearing on the balance of physical forces in nature, is coupled with an economic and sales formula affecting both NUMEC's earnings and the U.S. balance of payments.

Application of the formula by the 9-year-old company has involved a great deal of multiplication, such as:

► Tripling of NUMEC's investment in new plant and equipment, going over the $2 million mark.

► Doubling the firm's capacity for producing reactive metals and powders.

► Quadrupling its capacity for recovering uranium from unirradiated fuel scrap and doubling the production capability of enriched uranium nuclear fuels.

► Quintupling high-temperature and corrosion-resistant-coating capability.

► Doubling the technical staff to more than 80 persons, with one of every six of the company's 500 employees a skilled engineer, chemist or physicist.

► Increasing sales of manufactured products each year by nearly three-quarters (70%).

► Quadrupling the dollar value of NUMEC exports.

Whirlwind years

The corporation's big push to make its name a "household" word among the nuclear establishments of the world dates back some five years. Using every available private and public resource, NUMEC has worked during these years to develop "a relationship closer than that of manufacturer-representative" with reputable overseas organizations.

"The first step was a visit by representatives of this company to various offices in the Department of Commerce in Washington," officials of the Pennsylvania firm recall.

"On the basis of a careful explanation of NUMEC and its objectives, these offices were able to provide assessments of the potential markets in various countries. Using this information, we determined that the priority of the effort should be the Common Market (particularly France, Italy and West Germany), Japan and Scandinavia. We also were apprised of the difficulties to be encountered in other areas such as the United Kingdom.

"All this enabled us to concentrate on the most promising areas in making our initial contacts and in searching for appropriate representatives."

Other contributors to the success of NUMEC's comprehensive global operation include the Atomic Energy Commission, the Small Business Administration, the Agency for International Development and the Atomic Industrial Forum.

Can-do philosophy

From its founding in 1956, the fledgling company has displayed a willingness to take on all comers. "No order has been too small, no specification too difficult." With this attitude, a succession of pioneering accomplishments resulted, leading to a steady global build-up of customer confidence. Faith in the firm's technical capabilities in its chosen fields of nuclear-fuel materials, sophisticated laboratory equipment, isotopes and refractory metals is the keystone of the entire structure.

NUMEC was one of the first firms to receive AEC permits for processing uranium of all enrichments, and is a leading supplier of nuclear fuel materials such as uranium metal, plutonium metal and various mixtures.

The company has distinguished itself by developing and applying high-temperature thermal shock and corrosion-resistant coatings to materials such as fine powders, spheres, pellets, sheet, tubing and other shapes. This technology figures strategically in production techniques for rocket nozzles, semiconductors, aircraft

and missile parts, and complex component parts.

Large-scale production processes serving both government and private industry have resulted from NUMEC and AEC leadership in the preparation of coated spherical particles as nuclear fuel material.

Prominent participation by NUMEC in nuclear reactor projects has demonstrated its skilled staff's ability to develop material meeting a variety of physical and chemical specifications.

Ultra-pure moderating and control materials produced in NUMEC's Advanced Materials Center at Parks Township, Pa., are utilized in nearly all major domestic nuclear reactor programs. Break-throughs in these areas have made it possible for NUMEC to throw its weight behind other firms in materials-fabrication work, with continual research and development spurring production improvements.

Milestones

Some of the milestones in the company's developing overseas operations are:

► **1959**—Makes first shipment of nuclear materials abroad.

► **1960**—Enters first technical-assistance agreement with major foreign firm for utilization of NUMEC technologies; announces selection of first representatives in Far Eastern, Common Market and Scandinavian countries.

► **1961**—Starts international training program in NUMEC-developed nuclear materials technology.

► **1962**—With SAIP (Société d'Applications Industrielles de la Physique), forms new company, NUMINCO, for marketing advanced laboratory and industrial-process-control instrumentation.

► **1963**—Establishes service organization for design and contruction of nuclear facilities overseas.

Behind such achievements are not only the brains in NUMEC's laboratories but also other brains operating in the rough-and-tumble of world markets. Sharp skills serve to keep the Pennsylvania firm a front-runner edging out other countries' entrants in the race.

Standard

That is why NUMEC's Cathode Vacuum Etchers are standard in Euratom laboratories in Belgium, France, Germany and Italy. The U.S. company was successful in competition with English and Japanese manufacturers long recognized in the laboratory equipment field.

India, requesting world-wide bids from suppliers of automatic pellet-inspection devices, used specifications taken directly from a NUMEC instrument.

Competing with Belgian and English companies as well as British and French atomic-energy organizations, NUMEC gained acceptance from the Japan Atomic Fuel Corp. for a $5 million dollar project. Included in the package were architect-engineering services and construction and start-up supervision of one of the world's most complete and modern plutonium fuel-materials development laboratories. Various American equipment manufacturers were, as a result, placed in position to receive orders estimated to amount to a potential of more than $1 million.

Australia's Atomic Energy Commission, choosing from among competing commercial and governmental organizations of the world, awarded NUMEC the Commission's first order for plutonium-bearing fuel elements. More than $160,000 worth of the plutonium in the fuel elements was payable to the United States, and a comparable amount went to NUMEC for its fabrication services.

Similarly, the Pennsylvania company was appointed supplier of quality-control and fuel materials to Italy's CNEN and France's CEA, as well as other atomic-energy organizations around the earth. The value of such materials shipped abroad—payable to the United States and not included in NUMEC's billings—runs to millions of dollars.

Digging in

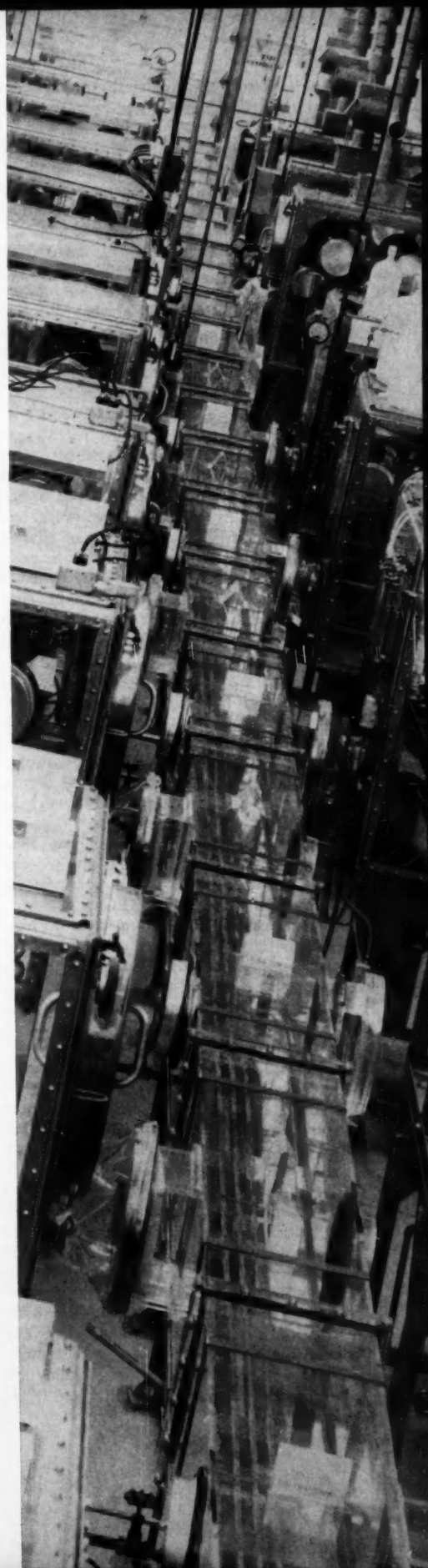
It was not always thus.

In 1956-58 the infant Nuclear Materials and Equipment Corp. had to devote most of its efforts to establishing its product line and developing domestic sales. Even then, however, the company cast an eye overseas and sent representatives to foreign countries to explore the ground.

Then, stepping up the pace, NUMEC sought help from Commerce and other Government agencies, and from the Atomic Industrial Forum.

Through the good offices of public and private organizations, the U.S. firm was placed in contact with foreign companies having mutual interests. Personal visits and correspondence led to arrangements for representation by some of the leading firms in Europe and Japan.

NUMEC representatives include A. Johnson & Co. in Scandinavia, Elettronucleonica in Europe and at Euratom installations, Société d'Applications Industrielles in France, Mitsubishi Shoji Kaishi in



COLD-LOOKING plutonium research and fabrication facility harbors imprisoned heat and energy.

Japan, René Schurmans in the Benelux countries, CIRE in Greece and Onuba in Spain.

Step by step, the establishment of such representation involved obtaining leads from U.S. Government agencies, writing to the potential representatives, obtaining ratings on them through banking facilities and commercial services, and making final selections through personal contact and discussion with the most likely potential representatives. Care was exercised throughout to insure that the chosen representatives were not interested in products or companies that would conflict with NUMEC.

Education

The Pennsylvania company set up a solid program for educating its overseas representatives in the complexities of the nuclear materials field. There were lectures, demonstrations, displays of sample materials, and provision of scientific periodicals. Even so, NUMEC representatives find it necessary to maintain close contact with the home office for aid in conducting some of the more complicated negotiations.

In each market, advertising campaigns familiarized French, German, Italian, Swedish, Japanese and other readers with NUMEC products. Eventually, the company's representatives, using promotional materials prepared in the United States, took over this function and developed their own advertisements and releases, directly arranging for publication. Promotional activity on a regularly scheduled basis was a condition in the representatives' contract with NUMEC.

Backstopping the company's foreign representatives, the home office provides samples, demonstration units and specification sheets, the latter for translation and publication in the appropriate languages.

The right people

Key foreign government and industry personnel are particularly cultivated as potential NUMEC customers. Such persons are encouraged to visit the facilities at Apollo and Parks Township, Pa., and Model City (near Niagara Falls), N. Y. The company states its position this way:

"To the fullest extent possible, subject to pertinent government-agency regulations, our policy is to hold full and open discussions of a technical and business nature with visitors from overseas. It is felt that this policy creates an atmosphere of confidence on the part of both the manufacturer and the potential customer. We resort to the closed-door policy of 'trade secret' approach as infrequently as possible."

Another valuable customer-relations tool used by NUMEC with increasing vigor is the trade show. Displaying at the 1963 Stockholm Technical Fair with the blessing of the U.S. Department of Commerce, the company found:

"The result of our participation in this particular fair included a definite improvement in relationship with the representative, increased effort on their part to promote the sale of NUMEC products and, last but not least, increased numbers of inquiries coming in to both the agent and the home office from the Scandinavian area. Because of the encouraging results, NUMEC intends to increase its participation in Department of Commerce-sponsored overseas exhibits as part of our regular export program."

It may be a long, long way from Apollo, Pa., to Tokai Mura, Japan, but the Pennsylvania firm continues to paste new and exotic stickers on its traveling bag. Now adding one for Israel—where a food-irradiating subsidiary is being set up in partnership with the government—NUMEC's lengthening foreign-customer list also includes France, Italy, Belgium, Sweden, Canada, the Netherlands and Australia.

For convenience, the company's progress may be measured symbolically in a number of ways—by the 9-year growth of its staff from a nucleus of 16 to today's 500; by the expansion of its U.S. facilities from 10,000 square feet in 1956 to more than 150,000 square feet for its current manufacturing, research and development, and general office operations; and by hundreds of NUMEC Calendar and Data Books used in major atomic-energy establishments everywhere.

Management Association slates 3 export seminars

New York City headquarters of the American Management Association will be the locale of seminars scheduled for Feb. 17-19, Feb. 24-26 and March 3-5.

Orientation Seminar #1237-02 will cover credit and terms competition; Workshop Seminar #1115-07 will deal with problems of cost allocation and pricing between domestic and international operations; and Workshop Seminar #1161-03 will outline foreign-exchange problems and solutions.

Among discussion leaders will be Stefan J. Rundt, S. J. Rundt & Associates; Sylvester F. Majestic, Chemical Bank New York Trust Co.; Carl E. Alfaro, Universal Button Co. Division of Talon, Inc.; Anthony J. Perlitt, Olin Mathieson Chemical Corp.; Roger M. Quinnan, Baker, McKenzie & Hightower; Peter Miller, W. R. Grace & Co.; and W. H. Lantz, Chase Manhattan Bank.

Write: American Management Association, Inc., 135 West 50th St., New York, N.Y. 10020.

Audio-visual equipment manufacturer, instrument maker, railway win 'E's

The Norfolk & Western Railway Co. of Roanoke, Va., which recently completed construction of a $25-million coal pier at Norfolk, has won the President's "E" award.

The railway was cited for "energetically promoting the expansion of coal exports" in its role as liaison between the potential customer and the producers.

In a brief ceremony in his office Jan. 6, retiring Secretary of Commerce Luther H. Hodges made the presentation to Herman H. Pevler, president of the railroad.

Two days later, the GOW-MAC Instrument Co. of Madison, N.J., which manufactures instruments and components for use in gas analysis and gas chromatography, received the award.

"Through vigorous sales promotion by means of direct mail, personal direction, foreign advertising and participation in trade shows . . .," the firm has increased its sales of instruments overseas.

At a ceremony Jan. 8 in Morristown, N.J., William D. Carlebach, Deputy Director of the New York Field Office, presented the award to James L. McFadden, president.

A Plainville, Conn., company which has a long history of activity in the motion picture field also won the "E" award. The Kalart Co., Inc., "through an extensive network of agents and dealers, plant training and orientation of foreign personnel," and research and technical services, "has successfully introduced new concepts in audio-visual products abroad" and has substantially increased its sales.

John H. Royer Jr., Deputy to the Under Secretary of Commerce, presented the award Jan. 12 to Leonard J. Quartin, vice president. The ceremony took place in Plainville.

U.S. business proposals asked for trade exhibit in Bordeaux

Woodworking tools, glass-shaping machines, airplane radio equipment, engineering supplies sell well in Bordeaux area

The International Trade Fair at Bordeaux, France, a general exhibition, will be held June 12-24.

Firms interested in direct sales, setting up new industries, locating agents, distributors or licensees, or entering into joint ventures in France should submit business proposals for a Department of Commerce Business Information Center at the fair.

Last year some forty U.S. firms participated in this fair, either directly or through local agents. Attendance in previous years has been 1.2 to 1.5 million visitors.

Consular records for the Bordeaux district indicate that of approximately 180 trade opportunities reported each year since 1961, 15% have resulted in U.S. sales. These included woodworking tools, glass-shaping machines, airplane radio equipment, engineering instruments, and reproduction equipment and supplies.

Proposals in any category of goods are acceptable. Those submitted by companies interested in promoting their products in France will be given publicity in France before the fair and will be discussed by members of the commercial staff of the U.S. Foreign Service with businessmen who visit the Business Information Center.

Additional information about international trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

How to submit BP

To submit a Business Proposal, firms are requested to provide answers (in triplicate) to the following questions before May 14.

► Do you presently have an agent, distributor and/or branch office in the country involved? NOTE: The Department of Commerce will not seek a substitute for an established agent, distributor or representative.

► What product or service do you wish to sell or offer?

► Are you seeking an agent or a distributor or do you wish to sell directly to the end user?

► Do you wish to make a direct investment, a joint venture or offer a licensing arrangement? If so, briefly describe your proposal.

►Do you wish to import? If so, describe the product of interest and the type of arrangement sought.

► What type of firm is best qualified to transact your business?

Firms are also asked to submit:

► A concise summary of your business proposal in 35 words or less.

► A recent copy of one of the following statements of commercial standing. (If you have filed within the past year, indicate date only.)

► Department of Commerce Form IA-57 (available from your local Department of Commerce Field Office).

► A mercantile agency report.

► A current bank report.

► Pamphlets, brochures or other printed matter, up to 50 single sheets to provide detailed information, such as weights and cubes and c.i.f. prices.

Separate proposals must be submitted for each product category. Combination export managers and agents wishing to submit for client firms must submit a separate proposal for each.

Business proposals should be submitted to: International Trade Fair, Bordeaux, France, Bureau of International Commerce/8210, U.S. Department of Commerce, Washington, D.C., 20230.

Limited exhibition space offered for Valencia fair

The American Chamber of Commerce in Spain offered to provide space for U.S. firms interested in displaying a limited number of their products at the Valencia Samples Fair May 1-15.

The Chamber's Valencia chapter sets up an information booth every year at the fair, and the chapter president, said U.S. firms not wanting to spend the money for individual space could share the booth.

Write: Sr. Mauro Guillem Prats, President of the American Chamber of Commerce, Levante Regional Center, Muñoz Degrain 2, Valencia, Spain.

Mobile trade fair operators to be assisted by Commerce; requests for support asked

The Bureau of International Commerce (BIC) is now accepting requests from private firms for financial and technical support of mobile trade fairs for fiscal year 1965.

In mobile trade fairs, American firms ship their goods aboard U.S. flag vessels or aircraft and display them in foreign ports and commercial centers. BIC assists qualified, privately-operated projects designed to open additional markets for U.S. exports throughout the world.

The Commerce Department is authorized by Congress to provide to the operators of mobile trade fairs technical assistance and support as well as financial assistance to defray certain expenses incurred abroad. The Secretary must determine whether such operations provide an economical and effective means of promoting export sales.

Any product exhibited through a Government-supported trade fair project must be labeled and marketed under the name of a U.S. firm and, if produced or assembled outside the United States, must contain U.S. components valued at more than 50% of the value of the finished product.

Private mobile trade fair operators seeking BIC assistance should send proposals and applications to the Bureau of International Commerce, Washington, D.C., 20230.

BASIC NEEDS SATISFIED

Belgian taste turns to 'the good things in life'

Industrial and social evolution creating needs met long ago in the United States

By PAUL HAWK
Commercial Attache, U.S. Embassy, Brussels

With U.S.-Belgian trade at record levels last year, the outlook is for continued expansion in 1965—but at a rereduced rate. Belgian economic indicators point to increased production, exports, imports, wages, prices, and consumer income and expenditures.

Gross national product was recently officially estimated at $16.3 billion for 1965, compared with $15.3 billion for 1964 and $13.9 billion in 1963.

The continued labor shortage is increasing the pressure on Belgian businessmen in all lines of activity to obtain equipment and adopt methods that will save time and increase productivity.

Having long ago been able to satisfy his basic needs for food, clothing and shelter, the Belgian consumer's desire is turning increasingly to other consumer goods—the "good things of life." Demand for these commodities is limited only by purchasing power. In short, Belgium is beginning to develop a consumer economy similar to the one we know in the U.S.

Seek U.S. contacts

Many Belgian businessmen seek U.S. business contacts, explaining that "Our economy is now where the American economy stood many years ago. If we can get the new products, experience and technology for our industry from an American firm, we can avoid mistakes and develop faster than you did."

The head of one of the largest department store chains in Belgium recently gave his stockholders the following description of current trends in demand for consumer goods: "Social emancipation, increased purchasing power, the blooming of a young generation more and more numerous and independent, more leisure, a constant desire to know and learn more, which is aided by the diffusion of new ideas and creations by the press and TV, awakening interest in fashions by more layers of the population—these are all factors which create the need to adopt a style which will satisfy the desires of an age in search of novelty and esthetics."

A short time ago, the possibilities of expanding U.S. exports were discussed with some 40 business executives in various lines. Those who had recently visited the United States were able to name specific products or lines which they thought were both new and marketable in Belgium; all knew of new U.S. products in their own lines which could be successfully introduced in Belgium.

The common theme is "new products": products new to Belgium, whose present stage of industrial and social evolution is now creating needs met earlier in the United States; and products new to both the United States and Belgium.

THE MODERN FACE of Brussels is reflected in the Lambert Bank, designed by a U.S. architect.

Business opportunities

The following factors indicate opportunities for U.S. firms in various lines to expand their Belgian business:

(1) To hold down costs, particularly in the face of sharply rising individual wage rates, American industry developed automation with its complex of new machines and techniques for producing more with fewer employees. Such techniques and equipment are needed if Belgian industry is to continue growth and diversification after reaching full employment.

The same is true in agriculture. Highly-developed technology has permitted a large decrease in the U.S. farm population, accompanied by an increase in production and acreage per farm. Belgium, with 7% of its labor force producing only 5% of its gross national product on farms averaging 20 acres, will continue to undergo similar evolution.

(2) The large-scale entrance of women into the labor force, the practical disappearance of household help, and the demand for relief from household drudgery have forced creation of whole new U.S. industries and families of products to save time in food preparation, cleaning, personal and infant care, and all aspects of female chores and personal life. Belgium is undergoing the same experience.

(3) Mass and specialized merchandising, warehousing and distribution techniques and equipment, including advertising and self-service, developed to cut business expenses in the United States, have much further development potential in Belgium.

(4) Over the years, the United States has had to develop new office equipment and techniques to prevent labor shortages and to lower costs in this area. Belgium faces a similar problem.

(5) Continuing innovations from the comparatively much higher level of U.S. research and development expenditures in practically all industrial and consumer product lines are available to Belgian businessmen who purchase or distribute U.S. goods.

(6) Possibly no industrial establishment in world history has so carefully studied, influenced, and become so closely attuned to and influenced by consumer tastes and "discretionary" demands as U.S. business. This experience in developing and mass-producing better, cheaper, more convenient, more esthetic and tasteful, more pleasurable—and more saleable—articles for the U.S. consumer, should be directly applicable to the needs and desires of the Belgian consumer, with his increasing leisure time and purchasing power.

(7) Many non-exporting U.S. companies own patents, trademarks, processes, know-how or quality products which would enable them to compete successfully in the Belgian market.

(8) Belgium has signed an agreement to purchase substantial supplies of natural gas from the huge discoveries in the Netherlands. This high-energy fuel will require large investments to convert equipment now using manufactured gas. The experience and products developed by American firms in making a similar conversion should have application here.

BUY DAY OR BUY NIGHT, stores along Brussels' Rue Neuve are almost always ready for business.

(9) The Belgian automobile population is estimated at 1¼ million (one auto for each 7½ people) and continuing to grow, so U.S. suppliers experienced in catering to an "automobile economy" should find new growth opportunities, particularly as Europe begins to develop a modern highway network with requirements for ancillary services and facilities.

Established reputation

Export opportunities exist for items in which the United States has achieved a reputation of leadership, such as electronics, sportswear, "infant care," (food, sanitation, clothing, entertainment, health), and "gadgetry".

Export opportunities exist for U.S. products which have grown in the last 20 or more years in response to increasing standards of living—for example, paper disposable products for home, office, factory, hospital and other institutional use; aerosol packaging; leisure and entertainment items.

The practical problem in realizing these export potentials lies in bridging the gap between the American question, "What do you want"? and the Belgian question, "What do you have"? The U.S. Government cooperates with private firms in attempting to bridge this gap through informational services, industry-organized (Government-sponsored) trade missions, participation in Belgian trade fairs, and other projects designed to help the U.S. seller get together with the Belgian buyer.

Only the U.S. company's own experts and salesmen are qualified to determine with individual Belgian businessmen whether their company's products—in view of their specific prices, qualities, characteristics, uses, merchandising methods, and services—can be sold.

Opportunities

Belgium's principal concern is maintaining industrial growth and diversification while avoiding inflation in the face of full employment, rising wages, and increasing standards of living and consumer demand.

However, the retail price index has risen more than 5% in the past year after a long period of relative stability, and

THE HEART of Brussels' business district contains a mixture of architectural styles, but Belgian consumers are interested only in more modern products, to keep pace with fast-changing tastes.

even the Government predicts a further increase of 3.5% in 1965. Adjusted for price changes, the real growth rate of the economy was about 5% in 1964, compared to 4% in the two preceding years, and will probably be between 3½ and 4% this year.

Growth may slow

Official anti-inflationary measures to reduce credit, which are beginning to exert a braking influence, could lower the expected growth rate.

Exporting 40% of its production, the Belgian economy is more dependent on foreign trade than most countries. Since creation of the Common Market in 1958, an ever-increasing proportion of Belgium's exports—now almost two-thirds—have stayed within the European Economic Community (EEC). Significant anti-inflationary measures in other EEC countries could retard Belgian business as well, because of the increasing interdependence of those markets.

Belgian imports increased more rapidly than exports in 1964, with a resulting trade deficit of about $400 million for the year. An offsetting positive balance in invisible movements, particularly investment capital, prevented balance-of-payments difficulties in 1964. The Government has predicted a reversal of this trend in 1965, with a larger increase in exports (7.5%) than imports (6.5%), reducing the trade deficit to $120 million. Virtually full employment and rising wages which are increasing Belgian export costs while at the same time increasing domestic demand, will hinder such a reversal.

Belgian imports

The Government's forecast of a 6.5% increase in total Belgian imports in 1965 represents a considerable slowdown from the 19% increase during the first 8 months of 1964.

The Belgium-Luxembourg Union (BLEU) is the world's eighth largest import market. Since the EEC came into being, BLEU imports from Common Market partners have increased faster than from other countries (84% for imports from EEC against 52% for those from the United States).

BLEU imports from the United States in the first 8 months of 1964 were 14.6% higher than the like period of 1963. Indications are that U.S. shipments to Belgium for the entire year topped the half-billion dollar mark for the first time.

While retaining our position as fourth-largest supplier to this growing market, the U.S. share since inception of the Common Market has declined gradually from about 11% to less than 9%.

An important factor contributing to this declining U.S. share is, of course, the fact that intra-ECC tariffs have been reduced by 60% since 1958, while Belgian tariffs on U.S. goods have been progressively raised. This handicap to the U.S. exporter will increase as the intra-EEC tariffs on industrial products sink to zero—probably by January 1, 1967—and Belgian duties on imports from the United States and other non-EEC countries are replaced by the generally higher rates of the Common External Tariff on the same date.

Other advantages enjoyed by our EEC competitors are lower transportation costs and quicker delivery. The increasing variety of products manufactured in Europe and naturally adapted to this market, as well as increasing competitive efforts, including knowledge of markets, merchandising and servicing by European firms, have also been significant.

The U.S. share of the BLEU market cannot be maintained by only the traditional types of U.S. exports—in which competition is growing. But there are many opportunities to introduce new U.S. products to supply the rapidly changing needs and tastes of the growing Belgian economy, which already has one of the world's highest standards of living and per-capita import levels.

The most important single factor in expanding U.S. exports is expanding the efforts of American business to seize opportunities by:

. . . *personal visits to Belgium* (and allowing enough time to investigate and sell).

. . . *competing in Belgium with the same vigor as at home* (with sales literature in French and Dutch).

Opportunities are here—as well as competitors!

Auto trade shifts into high

President, Prime Minister Pearson sign accord dropping trade barriers

President Johnson and Canadian Prime Minister Lester Pearson signed an agreement January 16 aimed at rationalizing automotive production for North America. Both governments have agreed to eliminate customs duties on motor vehicles (passenger cars, trucks and buses) and original parts for production of new vehicles.

With tariffs and other restrictive devices eliminated, an American motor company having a Canadian subsidiary will be able to concentrate on producing a limited number of models in Canada—and those component parts which could be most efficiently produced in Canada—while supplying the Canadian customer with a full range of other models from U.S. plants. Canadian management naturally will work toward getting high volume production of specific components and models in Canada. The result will be a rationalized and integrated North American industry.

With lower costs and prices, the Canadian market for automobiles will grow faster than before. The total of North American production and the total of U.S.-Canada trade similarly can be expected to expand.

The Canadian market for automobiles is a natural extension of the United States market, the two parts forming what is in most respects a single North American market. Canadian consumers overwhelmingly choose automobiles of American design and make, with 91% of all cars purchased in Canada in 1963 being American models.

Production in Canada is almost wholly in the hands of subsidiaries of U.S. motor vehicle manufacturers: General Motors, Ford, Chrysler, American Motors, Studebaker, International Harvester, Kaiser, Jeep, and others. Canadian automotive output in 1963 was valued at $1.4 billion.

Sales surge

Canada is the world's sixth largest consumer of automobiles and other motor vehicles. Sales in 1963 amounted to about 600,000 units, and total sales probably exceeded 700,000 units in 1964. The Canadian market is growing more rapidly than the United States, and is likely to continue to do so.

Canada is our major export market for automotive products. In 1963 the U.S. sold cars, trucks, and, most important, automobile parts valued at $560 million to Canada. In the first eight months of 1964 our exports were about $455 million, an increase of almost $90 million over the same period of 1963.

The United States is importing a smaller but growing volume of automotive equipment from Canada. Imports in 1963 were $33 million. Imports were $46 million in the first eight months of 1964, compared with $16 million in 1963.

Although Canada produces and consumes the same automobiles under much the same conditions as does the United States, Canadian costs and prices are significantly higher.

A principal reason is the lower volume of Canadian output. In an industry in which economies of scale are very important, Canadian manufacturers typically operate at levels too low to get the full advantage of such economies. For example, the Ford Motor Company now makes some 60 different models of five distinct passenger car lines at its assembly plant in Canada. Just across the river on the U.S. side, Ford's great River Rouge assembly plant produces only 3 models of the Mustang line.

Protection

This relatively high cost industry, although Canadian plants are for the most part modern and well-equipped, is protected by customs tariffs and by the so-called Commonwealth content requirement. Tariffs on finished vehicles are 17½% and range from duty-free up to 25% on component parts. The content requirement calls for up to 60% of Canadian parts and labor and other costs in the finished automobile.

These restrictive devices have helped to screen producers located in Canada from U.S. competition. They have served to maintain a Canadian automotive industry, but they have also helped perpetuate uneconomic production runs, higher costs in Canada, higher priced cars for Canadian consumers, and a smaller total North American market.

U.S. tariffs are considerably lower than Canadian duties, at 6.5% on vehicles and 8.5% on most parts, but they of course have also burdened the flow of trade.

Both sides found that their mutual advantage lay in taking a long step toward freeing U.S.-Canadian trade in motor vehicles and original parts for the production of new vehicles.

Canada, on its part, agreed to award duty free treatment to automobiles and parts for original construction imported by Canadian vehicle manufacturers. Canada is bringing its measures into effect immediately by an Order in Council.

Must be authorized

The U.S. Government will ask the Congress during its current session to enact legislation authorizing duty-free import into the U.S. of Canadian automobiles and parts for original construction—to be retroactive to the earliest date administratively possible following the date when Canada removes its duties.

A comprehensive review will be made of progress toward the agreement's objectives no later than January 1, 1968. The parties may agree to give other countries similar access to their markets.

The agreement will continue indefinitely, but may be ended by either party on twelve (12) months written notice. The agreement will come into definitive effect after action is completed in the legislatures of both countries.

Under the agreement, tariffs will be removed. The effects of the old Canadian content requirement will disappear as the industry grows. As a result, North American production will become substantially more efficient.

The Canadian auto industry is relatively much weaker than the American, and special arrangements have been made to cover the transitional period of inter-industry rationalization. Under Canadian tariff procedures duty-free treatment will be accorded to manufacturers maintaining their assembly operations at existing rates, subject to market developments. Customs duties on replacement or service parts will not be reduced under the agreement.

The removal of duties and other barriers is expected to result in a substantially increased market. In the light of this widening opportunity, Canadian companies plan to expand their production, and have assured the Canadian Government that they will fill a substantial part of the increased demand.

Foreign Government Actions

Financing corporation in Ecuador begins operations

The Ecuadoran Government's industrial development financing organization, the Corporacion Financiera Nacional, established by Decree 1,726 in August, 1964, is now completely constituted and has begun operations.

Several of the institute's important functions are to supply financing and/or technical assistance for the establishment or enlargement of industrial enterprises; to finance basic public sector economic development programs; to develop, organize, and regulate a local capital market; and to promote the formation of private financing institutions.

The National Development Bank, which formerly performed some of these functions, will now concentrate its activities on the financing of agricultural and livestock development, especially to aid small farmers.

Ceylon abolishes open general licensing system

Ceylon has extended individual quota licensing to all drugs and medicines formerly importable under Open General License.

Together with previous measures relating to foodstuffs, this latest action fully implements the July 30, 1964 budget proposal for abolition of the Open General License. All commercial imports now require an individual import license.

Affected items shipped on or before Dec. 15, 1964 may be cleared from customs without the individual license. Additionally, licenses will be granted for confirmed outstanding orders, but the value of such licenses will be set off against the 1965 quota to be assigned to the importer.

Record high output set by ECSC crude steel

The 1964 crude steel output in the six member countries of the European Coal and Steel Community will total between 82 and 83 million metric tons, a new record for the Community, according to ECSC estimates.

Crude steel production will be 12% above the previous record set in 1961 and 13% above last year's output.

Germany had the largest increase, an output 18% over last year's. Italy is the only Community country not sharing in the record increase, its output in 1964 being 5% below the 1963 level. For other members, France and the Benelux countries, the increase in output varies between 12 and 16%.

Uruguay stops imports

Effective last Jan. 11, and until further notice, the Bank of the Republic of Uruguay has suspended acceptance of all import applications.

Customs duties reduced by EEC

The European Economic Community has made its scheduled 10% reduction in customs duties on trade between the member countries.

Thus far the 1957 duties, starting point for elimination of duties applicable to imports from within the EEC, have been reduced on industrial products by 70%, and on agricultural products by 50 to 55%.

These tariff reductions are also applied to imports into the Community from the Associated African states.

Import subsidy list reduced by Venezuela

According to a recent Venezuelan decree, only powdered milk (Item 022-02-02-1) and wheat (Item 041-01-00) still are eligible for the import subsidy created in January, 1964.

Imports which were previously entitled to the subsidy are still eligible on those shipments with certified consular invoices dated no later than Dec. 30, 1964. The eligibility to collect the subsidy expires March 31.

Syria prohibits mineral concessions

The Syrian Government prohibits the granting of any concession for exploitation of the country's mineral and petroleum resources to any natural or legal person, Syrian or foreign. Such exploitation now is reserved exclusively to the State.

Germany establishes oil import licensing rules

Germany has announced that import licenses are now required for the following oil imports from all sources:

Non-processed crude oil and shale oil; topped crude oil; diesel oil; fuel oils, extra light, light, medium weight, heavy and extra heavy.

According to the Federal Ministry of Economics, this measure will enable the government to adjust future rates of increase of crude and fuel oil imports to the extent that will ensure a sound development of the energy market and avoid displacement of hard coal from the market.

Applications for import licenses can be filed with the Federal Office of Industrial Affairs (Bundesamt fuer gewerbliche Wirtschaft, 2 Hamburg 36, Neuer Wall 71), which will approve all requests. Licenses will be valid for up to nine months.

Eximbank approves loan to Italian financing group

The Export-Import Bank has authorized a $20 million loan to Istituto Mobiliare Italiano (IMI), an Italian financing institution.

Proceeds of the loan will be re-lent to various Italian industries to finance purchases of U.S. industrial equipment. Individual transactions so financed are expected to amount to less than $500,000. The amount re-lent by IMI to individual borrowers would be similarly limited.

This loan is a part of a $100 million earmark established by Eximbank in favor of IMI in March 1964. Earlier loans under this earmark helped finance exports of U.S. goods to Fiat S.p.A. ($20 million) and Nazionale Cogne S.p.A. ($1,650,000).

The loan is repayable over five years beginning in 1967.

Taiwan frees some imports

The Chinese Government has announced that oats, stuffed olives, corn flakes, maraschino cherries and door checks may be freely imported into Taiwan. Previously the importation of these goods was controlled. The government also announced that sodium thiosulphate; dyes such as acetocarmine stain; potassium tricyanocuprate "K2" and casite additives may now be freely imported on a consignment basis.

Indian machine tool manufacturer seeks technical assistance

No financial participation involved in request for U.S. know-how

An Indian manufacturer of overhead cranes, air and electric hoists, and similar equipment would like to conclude an arrangement with an experienced U.S. machine tool manufacturer to furnish technical know-how on specific types of machine tools.

No financial participation is involved.

The Bombay firm has been granted an industrial license by the Government to manufacture annually 50 guillotine shearing machines, 100 combination punching, shearing and cropping machines and 60 hydraulic presses from 25 to 150 tons capacity.

To undertake this project, the Indian manufacturer is looking for U.S. technical assistance including a license to utilize patents and designs developed by the licensor.

Option requested

An option on the benefits of continuing research by the licensor is also sought. The terms will be arranged through negotiations between the two parties.

The Indian firm's present manufacturing facilities, located at Ambarnath Industrial Estate, approximately 40 miles from Bombay, are to be utilized for the project.

Write: Tak Machinery Ltd., Janmabhoomi Bhavan, Ghoga St., Fort, Bombay 1, India.

For a limited amount of additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-3541-7-H, Department of Commerce, Washington, D.C., 20230.

MACHINERY

Manufacturer of wide range of medium voltage circuit breakers in oil and air break forms, fused switchgear, hand-operated and automatic motor control gear, electrical accessories primarily for industrial power applications seeks licensing arrangements from U.S. firms for production of related machinery, equipment.

Write: George Ellison, Ltd., Wellhead Lane, Perry Barr, Birmingham 22b England.

License to manufacture children's bicycles proposed

A leading department store in Quezon City, Philippines, is interested in obtaining a license to manufacture children's bicycles, tricycles and other juvenile vehicles.

The Philippine market for children's tricycles, for example, is growing and is reported to be close to 50,000 per year.

The firm is especially interested in obtaining a license to make a hand car known as the "Irish Mail" which is propelled by pushing and pulling a stick back and forth.

Write: Domingo Arcega, Arcega's Department Store, Aurora Blvd., Quezon City, Philippines.

Mexican manufacturer requests U.S. license

A Mexican manufacturer requests licenses to produce electrical articles such as industrial lamp shades, electrical conical heaters, weatherproof lamps, wall and desk lamps, and close ceiling fixtures according to the most modern designs.

Electrical appliances and fixtures are subject to import controls by the Mexican Government.

U.S. firms seeking to enter the Mexican market in this field may find this opportunity worth exploring. The details of the licensing arrangement probably on a royalty basis are to be worked out directly with the firm.

Write: Productos Metalicos y Electricos "Leon"—Leo F. Zagunis, Canitas No. 49, Col. Popotla, Mexico 17, D.F., Mexico.

PREFABRICATED HOUSES

Firm engaged in manufacturing prefabricated housing and plants for production of fish meal, wishes to supply know-how to manufacture prefabricated houses of wood, employing steel spike connectors in roof trusses and timber joints.

Write: Brodr. Hetland, Jens Hetland, Sandnes, Norway.

NATURAL GAS VALVES

Manufacturer of steel pipes, valves and sheeting seeks license for production of natural gas valves, related equipment in Netherlands.

Write: C.W. Verbeek & Zn. N.V., 14c Vlietkade, Arkel, Netherlands.

Bombay businessman wants U.S. help in textile venture

Looks for capital participation in cotton spinning mill project

An Indian businessman, experienced in importing and buying cotton for textile mills, plans to establish a cotton textile spinning mill and is interested in concluding a joint venture arrangement with a U.S. investor.

The project calls for approximately $3.1 million; the U.S. partner would be asked to put up $630,000, the estimated cost of financing importation of required machinery.

Indian capital for the venture is to be raised through subscription by the Indian promoter, his associates, public issue of stock, and loans from Indian financial institutions.

Government approval of the proposed joint venture has not yet been obtained, but the promoter believes sympathetic consideration will be given the application. A 20% return on the investment is anticipated.

According to the promoter, the spinning facility will have 25,000 spindles to spin average 60 cotton yarn. Raw cotton for the planned capacity of the mill is claimed to be available within a 50 mile radius of the plant site, which will be about 175 miles from Bombay.

Write: V. R. Mehta, 166 Dr. Dadabhoy Naoroji Rd., Bombay 1, India.

For more information, **write:** Bureau of International Commerce, Office of International Investment, File 4-2281-3-H, Department of Commerce, Washington, D.C., 20230.

JOINT VENTURE

Large and long-established British Group in Hong Kong has available various facilities which would lend themselves to certain manufacturing or processing operations. It seeks joint venture with U.S. firm, which could provide established brand, sufficient export markets for economical production, part of the necessary capital, manufacturing expertise.

Write: Butterfield & Swire, (Hong Kong), Ltd., Union House, 9 Connaught Rd. Central, Hong Kong.

Licenses offered to U.S. producers

A French manufacturer offers a license to a U.S. firm for production of its metallic joint with hydrostatic sealing.

The firm claims its hydrostatic joints are of a novel but simple design, basically consisting of a hollow metal annular ring, of a pre-determined profile.

The joints will work from absolute vacuum to 15,000 PSI. Variations in temperature, which in 80% of the cases are the direct cause of faulty joints, are compensated automatically by the selection of the fluid filling for the particular application, thus contracting and expanding in unison with the other materials.

Consequently, a leak-tight joint is maintained throughout temperature range of minus 60 degrees to 1000 degrees centigrade. Hydrostatic joints can be provided to different stands e.g., ISA, AFNOR, DIN, etc. They are used in the same manner as conventional joints and can be placed between flat flanges without any previous preparation. **File 1300.**

A Belgian corporation seeks a U.S. licensee to produce its fire extinguisher tank "Carbo-Jet" of various capacity ranging from 60 to 2500 gallons and more.

These tanks are equipped with control and measuring apparatus, fire extinguisher tubing and hose. The product is based on the use of cationic liquid, mixable with water and saturated with carbon dioxide at all pressures. It needs neither mechanical, electric nor any other source of energy.

According to circumstances, it can either be placed on the ground, on the floor, or on a truck. **File 1301.**

For additional information and the names and addresses of the French and Belgian firms, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate file number.

LICENSING RIGHTS

Firm specializing in construction, sale of machines for graphic arts, printing presses, paper cutting machinery, handling and packaging devices seeks licensing rights on machinery, equipment for paper industry, graphic arts, packaging.

Write: Societe Francaise des Presses F1, SA, 72 rue Rouget-de-Lisle, Roubaix (Nord), France.

Automobile power take-off venture proposed by Indian

An Indian manufacturer of agricultural implements, marine gear boxes, clutches and power take-offs for heavy industrial engines plans production of power take-offs for automotive vehicles and seeks U.S. technical know-how.

Arrangements for payment are open to negotiation between the Indian and U.S. principals. Although the Indian firm has not yet obtained an industrial license for the expansion from the Government, it anticipates favorable consideration of its application after locating a U.S. collaborator in the enterprise.

The firm already has concluded a technical collaboration agreement with a U.S. manufacturer of power take-offs for heavy industrial engines.

It now contemplates an annual production on an eight-hour shift basis of 6000 automotive power take-offs for such Indian manufactured vehicles as Dodge, Bedford-Leyland and Mercedes-Benz trucks, jeeps and fire engines.

Write: Ghatge Patil Industries, Pvt., Ltd., P.O. Uchagaon, Taluka Karveer, Kolhapur, India.

For additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-3714-2-H, Department of Commerce, Washington, D.C., 20230.

LICENSE REQUESTED

Manufacturer of heating and ventilating equipment seeks license to produce glass and copper lined domestic hot water heaters; boilers for hydronic domestic heating; vending and dispensing machines for foodstuffs, general merchandise; fractional and sub-fractional horsepower motors. **Write:** N.V. Holyoake, Managing Director, N.V. Holyoake & Co., 56-58 Kingsford Smith St., Rongotai, Wellington, New Zealand. He may be contacted at the Conrad Hilton Hotel, Chicago until Jan. 29.

MACHINES

Manufacturer of hauling engines for single and multiple rope haulage as well as engines for drum or bobbin haulage would like licenses from U.S. manufacturers for production of any of the following machines: equipment for small and medium-sized smelting and rolling mills; industrial furnaces and pits; drying installations; machinery for the construction industry; and hoisting, hauling and conveying equipment.

Write: KEMA Koeln-Ehrenfelder-Maschinenbau-Anstalt GmbH, 5 Koeln-Ehrenfeld, Vogelsangstr. 250 Germany.

Ceylon corporation seeks joint ventures

A Ceylonese Government chemical corporation would like to contact U.S. companies to aid in expansion on a joint venture or other acceptable basis.

As part of its chemical complex, the firm plans to construct a caustic soda-chlorine plant, soda ash plant, and glass factory.

Plans for the caustic soda-chlorine plant call for annual production of 5,000 tons of caustic soda and 4,000 tons of chlorine. As by-products, it proposes to manufacture chlorinated rubber paint, ferric chloride, bleach liquor, lauryl alcohol, carbon disulphide, sodium bicarbonate and potassium chlorate on a comparatively small scale.

An annual production of 35,000 tons is proposed for the soda ash plant.

Glass factory planning calls for annual production of 35,000 tons of glass, including 15,200 tons of hollow ware, 12,600 tons of sheet glass, and 21.5 million light bulbs.

Write: Paranthan Chemical Corp., 110 General Lake Rd., Colombo 2, Ceylon.

For some additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-2812-1-H, Department of Commerce, Washington, D.C., 20230.

Greek pharmaceutical firm seeks licensing arrangement

The recent U.S. Trade and Industrial Development Mission to Greece reports that a Greek manufacturer of cosmetics and pharmaceuticals is interested in a licensing arrangement with a U.S. firm to produce hair dyes and pharmaceutical preparations.

The firm is located in Athens and has a large laboratory with a sales force that circulates throughout Greece.

Write: Kyriakos Zenios, "Th. Zenios & Co.," Kolonaki Sq. 20, Athens, Greece.

ELECTRONIC CONTROL EQUIPMENT

Company producing printed circuits, electronic timers, counters, daylight switches, seeks license and/or investment, to manufacture industrial electronic control equipment.

Write: S.C.E.E., Ltd., Reddicap Trading Estate, Sutton Coldfield, Warks., England.

Contractors invited by Pakistan to prequalify for $2 million project

The East Pakistan Water & Power Development Authority is inviting established construction contractors to apply for inclusion in the List of Contractors qualified to tender for the Civil Engineering Construction Contract No. 1 of the Chandpur Irrigation Project, South Unit.

Construction work for this contract, valued at approximately $2.1 million, will include one regulator with 6 gated 30′ spans and one navigation lock 80′ by 20′, one regulator with 3 gated 20′ spans and one navigation lock 80′ by 20′, a total of 10 electrically operated pumping stations located throughout the 137,000 acres of the South Unit of the project area and auxiliary structures which include syphons, bridges, sluices and distributary headworks for canals.

Tender No. for this project is C-2415-45. Construction, to start in Oct., is expected to be completed within 21 months. A similar sized and second contract for the North Unit is expected to be started soon.

The Chandpur Irrigation Project will be jointly financed by the Government of Pakistan and the International Development Association of the International Bank for Reconstruction & Development.

Additional information and details are available from any of the following engineers: Haigh, Zinn & Associates, Collingham House, Eagle Street, Southampton Row, London W.C. 1., England; Associated Consulting Engineers, Ltd., 14 Bangalore Town, Drigh Road, Karachi —8, West Pakistan; Project Manager, Chandpur Project, Haigh Zinn & Associates & Associated Consulting Engineers, Institute of Engineers, Ramna, Dacca, East Pakistan.

Iraq plans construction of elevated service tanks

The Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, has issued tenders for the construction of three small water supplies.

The first project is at Amara and will cost about ID 75,000 (ID 1 = $2.80). The tender calls for the supply and erection of two 250,000-gallon welded steel dome-type elevated service tanks, a pumping unit and two pressure mains using 1100 meters of 8″ pipe and 1,000 meters of 6″ pipe. Bid deadline is Feb. 9.

The second project is at Ali Al-Sharqi; estimated cost is ID 50,000. The tender calls for the construction and supply of a pumping unit, purification plant, filters, valves, pressure mains, one 30,000-gallon and one 50,000-gallon elevated service tank. Bid deadline is March 2.

The third project is at Kanaan; estimated cost is ID 40,000. The tender calls for the construction and supply of pumping unit, purification plant, filters, valves, about 600 meters of 6″ pressure main and one steel elevated service tank of 50,000-gallon capacity. Bid deadline is March 30.

One set each of tender conditions and specifications for the Amara and Al-Sharqi projects are available for review in the Water Industries & Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C.

This type of contract is usually awarded to local contractors who are assisted in preparing their bids by foreign suppliers of materials and equipment. A list of Iraqi contractors is available to U.S. firms upon request through BDSA's Water Industries & Engineering Services Division.

Date packaging materials and accessories required

The Iraq Date Trading Co., Basra, Iraq is inviting bids for date packaging materials and accessories. Included in the tender are: 2,500,000 wooden boxes in capacity sizes of 22.5 lb., 36 lb. and 70 lb.; 150 tons of iron hoops 9/16″ wide by .014″ thick for date boxes; 20 million sheets of waxed kraft paper; 30 million sheets of cellophane paper, printed in four colors; 25 tons of Methyl Bromide with 2% Chloropicrin, packed in steel cylinders containing not more than 200 lb. net; 250 drums, each drum containing 610 lb. of Chlorasol.

Bid deadline is noon Feb. 15. Bids for the supply of any or all of the items specified may be made.

A copy of terms and specifications is available to firms located in the U.S. from the Containers & Packaging Division, BDSA-6470, Rm. 4015, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3964.

Bids sought for warehouses

Mozambique's Office of the Port, Railway & Transport Services has announced its preliminary and final engineering plans for the construction of warehouses "V" and "X" on the Lourenco Marques dock extension.

Bid deadline is Feb. 16. Bidders must make a qualifying deposit of $6,125, or produce a bank guarantee in this amount, to: Contabilidade da Divisão de Estudos e Construção (Accounting Office of the Plans & Construction Division), Praça Mac Mahon, 23-32, Lourenço Marques.

Bid program, specifications, terms and conditions are available for $14 from: Sede da Brigaga de Portos Sul, Rua Araujo, 103-2°.

Philippines to build aqueduct

Philippine's National Waterworks & Sewerage Authority is inviting bids on the construction of their proposed 3rd Bicti-Novaliches Aqueduct at Norzagaray, Bulacan and Novaliches, Quezon City.

The contract No. is 1-2 b. Bid deadline is Feb. 25.

Interested bidders can obtain additional information, prequalifications forms, proposal and contract forms, plans and specifications for 100 pesos ($25.65) per set from the General Manager, National Waterworks and Sewerage Authority, 176 Arroceros, Manila, Philippines.

New concrete wharves for Iraq open to bids from qualified firms

The Director General of the Iraqi Ports Administration is inviting bids for the construction of new concrete wharves in Margil and Ashar under tender No. 4/65 with a bid deadline of March 25.

Copies of the contract documents and tendering instructions are available for inspection at these four locations: the offices of the Ports Administration, Basrah, Iraq; the offices of the Ministry of Communications, Baghdad, Iraq; the offices of the consulting engineers, Messrs. Pacific Consultants, K.K., 8, Minami, Motomachi, Shinjuku-Ku, Tokyo, Japan; the Embassies and consular missions of the Iraqi Republic in London, Bonn, Paris, Washington, Brussels, Moscow, Tokyo, New Delhi, Bern, Prague, Rome, New York, Vienna, Stockholm and Bombay.

A complete set of documents which includes 4 copies of documents and one set of drawings, is available upon a nonrefundable $280 payment from the first three aforementioned offices.

Bids must be valid for six months after the deadline date. Bidders must also deposit 7% of the first $280,000, plus 5% of the estimated balance with the Central Bank at Baghdad or at Basrah.

In order to be qualified, firms must have more than five years of actual experience in construction work of this type and have a representative in Iraq.

Two copies of the bid (each in a sealed envelope and marked "Tender 4/65 New Concrete Wharves Construction at Margil and Ashar") should be submitted, one copy to the Iraqi Ports Administration, Basrah (deadline noon, March 25) and the other copy to the consultants offices in Japan (deadline noon, March 26).

Argentina calls for bids on bridge building, plans

The National Highway Bureau of Buenos Aires is inviting bids for joint planning and construction of a bridge over the Riachuelo River. The official budget cost estimate is 507 million Argentine pesos ($3.4 million, approximately).

Bid deadline is 3 P.M., May 21.

Copies of the conditions and technical specifications may be obtained by writing preferably in Spanish to: Direccion Nacional de Vialidad, Seccion Archivo de Planos, Avda. Jose M. Ramos Mejia 3, 8th Floor Buenos Aires, Argentina.

Greece extends deadline

The Public Power Corp. (DER), Purchasing Dept., 30 Chalkokondyli St., Athens 107, has extended the bid deadline for the supply of diesel generators from Jan. 20 to Feb. 15. (INTERNATIONAL COMMERCE, Dec. 21, 1964, p. 55).

Saudi Arabia invites bids for construction of roads

Saudi Arabia's Ministry of Communications at Riyadh, is inviting bids for the construction of two roads. The first road, designed by the Italian firm Sauti, is about 76 miles long and will run from Tabouk to Al-Doura or Al-Mudawwarah near the Jordan border. The second road, a portion of the Qasim-Medina road, was designed by Wilson-Murrow and is about 124 miles long and will run from Al-Qareen to Uqlat Al-Saqour.

Bidders must submit their qualifications, and if a stock company, submit their company's articles of incorporation, to the Ministry before Jan. 28.

Tender documents may be purchased by qualified firms for $444.44 per road. A bank guarantee or cash deposit of $1,111.11 must accompany the document purchase order.

Bids deadline is before March 17. Bids will be opened March 18.

Overhead electric cranes wanted for power station

New Zealand Electricity Dept., Private Bag, Wellington, has issued tender No. 453 for two 115-ton overhead electric cranes for the Aviemore Power Station. The tender also includes one 220-ton lifting beam.

Bid deadline for is March 30.

Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2020 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-4551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2360.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 309 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 1015, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 306, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1308 Hennen Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1000 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 725-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4735.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-2300.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

JAPAN—Low grade beans and peas suitable for cattle feeds. Requests replies with price quotations c.i.f. Japan. Kasho Co., Ltd. (importer, exporter), 1-24 Hijie-cho, Nakamura-ku, Nagoya. WTD 7/9/63.

195 Small Arms

AUSTRALIA—Air rifles, air pistols, on an exclusive basis. Mr. H. Cawte, Leo Rogaly & Lewis Pty. Ltd. (importer), 35 Bathurst St., (Box 2620, G.P.O., Sydney). Sydney, N.S.W. WTD 10/23/64.

201 Meat Products

FRANCE—Beef sweetbread, frozen, packaged in plastic bags or material of 1-lb. each, packed in cartons each with net weight of 20 lbs. of meat, in large quantities by lots of 10,000 lb. or 25,000 lb. Replies, price quotations, terms requested from specialized packers and exporters only. Societe d'Alimentation de Provence (wholesale dealer), c/o Mr. L. Adam, Usine de Fenouillet, Fenouillet, Haute-Garonne. WTD 12/29/64.

202 Dairy Products

HONG KONG—Jelly powder, request replies from manufacturers. L. Jibsen & Co. (general importer, exporter), 306 Kwong On Bank Bldg., 137-141 Queen's Rd., Central, P.O. Box 13013, Hong Kong. WTD 8/16/63.

203 Canning, Preserving Food

HONG KONG—Canned abalone. L. Jibsen & Co. (importer, exporter), 306 Kwong On Bank Bldg., 137-141 Queen's Rd., Central, P.O. Box 13013, Hong Kong. WTD 8/16/63.

IRAQ—Tomato paste, quantities not limited; will consider any offer; request samples and quotations on tins of 100 grams, 500 grams, 1 kilogram. Government Purchasing Board (government agent), Salim Habib Bldg., South Gate, Baghdad.

SWITZERLAND—Green peas and French beans in large cans (6/10) for hotel supplies; other canned vegetables, foodstuffs. Aus Planteurs Reunis S.A. (importer, wholesaler), 2 Ave. Jean-Jacques Mercier, 1000 Lausanne. WTD 8/12/64.

204 Grain Mill Products

MALTA—Substantial quantities of barley and chickpeas. Joseph Xerri (importer, exporter, wholesaler), 29 Medina Rd., Naxxar. WTD 4/20/64.

MALAGASY—Rice; requests samples of various types of U.S. rice. M. H. Moosa & Son, P.O. Box 82, 30 Louis Pasteur St., Port Louis, Mauritius. WTD 8/25/64.

207 Confectionery

HONG KONG—Confectionery; requests replies from manufacturers. L. Jibsen & Co. (importer, exporter), 306 Kwong On Bank Bldg., 137-141 Queen's Rd., Central, P.O. Box 13013, Hong Kong. WTD 8/16/63.

NETHERLANDS ANTILLES — Complete line of leading brand chocolates, confectionery, gift boxed. Desires exclusive distributorship. Requests replies from manufacturers. Baiz Agencies Corp. (importer, wholesaler, agent), Nieuwestraat 14-A, Curacao. WTD 10/22/63.

209 Food Preparations

GERMANY—Dried yeast processed from waste of sulphite paper process, for use in preparing animal feed. Direct purchase and agency. Clauss & Paschke (importer, sales agent) Rothenbaumchaussee 17, Hamburg 13, WTD 1/21/64.

213 Tobacco

● **PERU**—Cigarette tobacco, 150,000 kilograms comprised of 70% Bright Virginia, 20% Kentucky Burley, 10% Turkish. Bid deadline Feb. 2. Ministerio De Hacienda Y Comercio, Avenida Abancay, Lima.★ (Telephone: 202-WO 7-4794).

220 Textile Mill Products

SURINAM—Light-weight suitings, printed yard goods; direct purchase and agency. H. Sew-Persad Sadal, Zwartenhovenbrugstraat 193, Paramaribo. WTD 8/18/64.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Summer and winter-weight materials for manufacture of ladies' dressing gowns. Janovic Pty. Ltd. (importer, wholesaler, manufacturer), 5-17 Station St., Carlton, N.3, Victoria. WTD 7/30/64.

GERMANY—Book cloth, book cover materials. Requests replies from manufacturers with price quotations. Direct purchase and agency. We-Ha-Papier, Wittkamm & Herrmann (importer, wholesaler, manufacturers' representative), 95 Charlottenstrasse, 1 Berlin 61. WTD 12/23/64.

SWEDEN—Printed cotton fabrics, 63″ wide, for manufacturer of quilts, bed spreads; seeks contact with manufacturers only; cif Göteborg or Malmö; direct purchase and agency. C. H. Söderlund & Co. AB (agent), Västra Hamngatan 22, Göteborg C. WTD 12/18/64.

222 Broad Woven Fabric Mills, Manmade Fiber

AUSTRALIA—Summer and winter-weight materials for manufacture of ladies' dressing gowns. Janovic Pty. Ltd. (importer, wholesaler, manufacturer), 5-17 Station St., Carlton, N.3, Victoria. WTD 7/30/64.

SWEDEN—Printed spun rayon, 63″ wide, for manufacture of quilts, bed spreads; seeks contact with manufacturers only; cif Göteborg or Malmö; direct purchase and agency. C. H. Söderlund & Co. AB (agent), Västra Hamngatan 22, Göteborg C. WTD 12/18/64.

SWITZERLAND—Fiber glass fabrics for curtains, various coverings. Import-Export Akan SA P.O. Box 71, 1211 Geneva 17. WTD 12/21/64.

225 Knitting Mills

FRANCE—Knit fabrics, mainly wool and Orlon, to be laminated in France, direct purchase and agency. Sté Agal (manufacturer, importer), 8 Rue de Mulhouse, Paris, 2e. WTD 7/29/64.

229 Textile Goods

PHILIPPINES—Remnants and textiles. Direct purchase and agency. Overland Commercial (wholesaler, retailer), c/o Mr. Willy Uy, Manager, 27 P. Lopez St., Cebu City. WTD 12/14/64.

230 Apparel

PAKISTAN—Haberdashery, assorted, value $2,000, direct purchase and agency. S. M. Aslam & Co. (importing distributor), 31 Elgin Rd., Lahore Cantt 13, Pakistan. WTD 12/21/64.

233 Women's, Misses', Juniors' Outerwear

ITALY—Suits, street and dress types, for women, misses, juniors. Ferdinando Martone (wholesaler), 146 Via Diocleziano, Naples. WTD 12/14/64.

239 Fabricated Textile Products

AUSTRALIA—Shoe bags; other shoe accessories; direct purchase and agency. Waproo Pty. Ltd. (importer, wholesaler, manufacturer), 714 High St., East Kew, E.5, Victoria. WTD 7/30/64.

242 Sawmills, Planing Mills Products

PAKISTAN—Railway cross ties, sawed. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Butani & Co. (importer, manufacturers' agent), Zeenab Manzil, Frere Rd., Karachi 1. WTD 11/23/64.

Railway cross ties, sawed. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Orient Trading (Pak) Corp. (importer, manufacturers' agent), Hemani Mansion, Opp. Municipal Corp., Bunder Rd., Karachi 1. WTD 3/30/64.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

CANADA—Oak stair railings, balusters, miscellaneous stair parts; requests replies from manufacturers only. Raymond Lumber & Builders Supplies Reg'd. (wholesaler), 11200 6th St., Riviere des Prairies, Quebec. WTD 8/28/64.

249 Wood Products

AUSTRALIA—Shoe trees; other shoe accessories; direct purchase and agency. Waproo Pty. Ltd. (importer, wholesaler, manufacturer), 714 High St., East Kew, E.5, Victoria. WTD 7/30/64.

253 Public Building, Related Furniture

ITALY—Complete lines of schoolroom furniture for use in intermediate and high schools. Direct purchase and agency. C.I.T.E. di Antonio Izzo (wholesaler), 61 Via dei Fiorentini, Naples. WTD 12/14/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

262 Paper Mills

SWEDEN—Wrapping paper, supplies, such as food-containers, plastic wrapping materials; direct purchase and agency. Swedish Esanco AB (importer, sales agent), Artillerigatan 16, Stockholm O. WTD 12/16/64.

264 Converted Paper

ITALY—Stationery, tablets, related products for use in schools and universities. Direct purchase and agency. C.I.T.E. di Antonio Izzo (wholesaler), 61 Via dei Fiorentini, Naples. WTD 12/14/64.

266 Building Paper, Building Board Mills

PAKISTAN—Hardboard sheets, treated or tempered; direct purchase and agency. S. M. Aslam & Co. (importer distributor), 31 Elgin Rd., Lahore Cantt 13. WTD 12/21/64.

273 Books

GERMANY—Religious and science books in German language; quotations cif European ports. Requests replies in German. Buchhandlung der Anstalt Bethel (retailer), 1 Koenigsweg, 4813 Bethel bei Beilefeld. WTD 12/10/64.

GREECE—Scientific books, periodicals. Panayotis N. Kallitsas & Co., Books Agency (importer, retailer, exporter), 11 Voukourestiou St., Athens 134. WTD 12/28/64.

281 Industrial Chemicals

CEYLON—Benzolene 72,000 gallons per year, in staggered installments of 18,000 gallons, each with specific gravity 0.73, distillation range 073/134°C; aromatic content 7%. Associated Rubber Industries, Ltd., 140 Vauxhall St., Colombo 2, Ceylon. WTD 12/9/64.

FINLAND—Chemicals, related products; direct purchase and agency. Agentuuriliike Taatinen (importer, agent), Svinhufvudintie 4 B, Helsinki. WTD 11/19/64.

FRANCE—Reagent chemicals for research laboratories. Ste Serlabo (manufacturer, importer, dealer), 26 Rue St Gilles, Paris, 3e. WTD 4/30/64.

Chemical product: boracin. Direct purchase and agency. Ste Agricole de la Marne et de la Haute Marne (wholesaler), 61 rue de la Grande Etape, Chalons-sur-Marne (Marne). WTD 6/29/64.

MOROCCO—Aluminum sulfate for paper manufacturing; request replies in French or Spanish. Papelera de Tetouan (paper manufacturer), Ave. de Sidi Driss (Aptdo. 433), Tetouan. WTD 11/10/64.

282 Synthetic Materials

AUSTRALIA—Vinyl emulsions (PACV; Acrylic). Desires replies from manufacturers only. Kemrez Chemicals (importer, wholesaler, manufacturer) 328 Reserve Rd., Cheltenham, Victoria. WTD 7/30/64.

283 Drugs

MALAYSIA—Various kinds of patent medicines. Million Trading Co. (importer, wholesaler), P.O. Box 1031, Penang. WTD 12/18/64.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

● **BURMA**—Napthalene balls, 30,000 lb., tender No. P-11/12/64-65, bid deadline Jan. 31. People's Stores Corp. Household Division, Strand Rd., Rangoon.★ (Telephone: 202-WO 7-3910).

FINLAND—Chemicals, cosmetics, related products. Requests descriptive literature, price lists; direct purchase and agency. Agentuurriliike Taatinen (importer, agent), Svinhufvudintie 4 B. Helsinki. WTD 11/19/64.

PAKISTAN—Creams cleansing, foundations, lip preparations, oils, rouges, oils; direct purchase and agency. S. M. Aslam & Co. (importing distributor), 31 Elgin Rd., Lahore Cantt 13. WTD 12/21/64.

SYRIA—General line of fly sprays and insect repellents for personal use. Requests quotations cif Latakia Port from manufacturers. Direct purchase and agency. Souren Ohanian (importer, wholesaler, retailer, commission merchant), P.O. Box 33, Meidan Quarter, Aleppo, S.A.R. WTD 9/3/64.

286 Gum, Wood Chemicals

PAKISTAN—Gum resin, direct purchase and agency. S. M. Aslam & Co. (importing distributor), 31 Elgin Rd., Lahore Cantt 13. WTD 12/21/64.

287 Agricultural Chemicals

FRANCE—Fertilizers for agriculture, in finished form. Direct purchase and agency. Etablissements A. Derome (manufacturer, wholesaler), 15 rue du Louvre, Paris, 1er.

PAKISTAN—Fluorine containing insecticides, fungicides; requests replies from manufacturers with price quotations c&f, Karachi, direct purchase and agency. Pakistan Trades Ltd. (importer, manufacturers' agent), 32, Ghafoor Chamber, Victoria Rd., Karachi. WTD 12/18/64.

289 Chemical Products

HONG KONG—Pure gold solution to coat wiring in transistor radios for improved conductivity. Micro Electronics Ltd., Rm. 422 President Hotel, Kowloon. WTD 12/21/64. Cable: MICROTRON Hong Kong.

MEXICO—Electrical insulation products. Electrotecnica Mexicana, S.A. Bahia de Todos los Santos No. 114, Mexico, D.F. WTD 8/17/64.

PAKISTAN—Glue, liquid; adhesives made from natural gums and resins, except rubber; direct purchase and agency. S. M. Aslam & Co. (importing distributor), 31 Elgin Rd., Lahore Cantt 13. WTD 12/21/64.

291 Petroleum Refining

● **GREECE**—Lubricating oils and greases, cylinder oil, 225,000 kgs. Tender No. 6976, bid deadline Feb. 16. Hellenic State Railways (SEK), Head Office, Purchasing & Stores Dept., 34 Themistocleous St., Athens.★ (Telephone: 202-WO 7-2355).

● **SUDAN**—Lubricating oil, 40 metric tons saturated steam cylinder oil. Contract No. 3202, bid deadline noon, Feb. 16. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.I.★ (Telephone: 202-WO 7-2355).

295 Paving, Roofing Materials

AUSTRALIA—Fire-proof asphalt siding. Cavill Corp. Pty., Ltd. (manufacturer), 388 Pacific Highway, Lane Cove, N.S.W. WTD 11/24/64.

299 Products of Petroleum, Coal

FINLAND—Chemicals, lubricants, related products; requests descriptive literature, price lists; direct purchase and agency. Agentuurriliike Taatinen (importer, agent), Svinhufvudintie 4 B, Helsinki. WTD 11/19/64.

301 Tires, Inner Tubes

● **VIET-NAM**—Tires, inner tubes, 98 each, various passenger car sizes. Tender No. 1585-30124, bid deadline Feb. 19. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-3381).

306 Fabricated Rubber Products

HONDURAS—Electricians' rubber gloves; 1,000 pairs. Empresa Nacional de Energia Electrica (ENEE) (autonomous Government agency), Departamento de Proveeduria, Apartado Postal No. 99, Tegucigalpa. WTD 7/14/64.

307 Plastic Products

PAKISTAN—Plastic sheets, 8' x 4'; laminated; direct purchase and agency. S. M. Aslam & Co. (importing distributor), 31 Elgin Rd., Lahore, Cantt 13. WTD 12/21/64.

311 Leather Tanning, Finishing

HONG KONG—Raw pickled alligator skins. Luen Fung Trading Co. (importer, exporter), 40 Des Voeux Rd., West, 2nd fl., Hong Kong. WTD 12/28/64.

316 Luggage

GIBRALTAR—Suitcases, leather, plastic, aluminum, air travel; direct purchase and agency. Viroomal Ltd. (commission agent, importer, exporter), 29 City Mill Lane. WTD 10/22/63.

ITALY—Novelty lines of suitcases and other leather travel items. Ferdinando Martone (wholesaler), 146 Via Diocleziano, Naples. WTD 12/14/64.

SENEGAL—Quality luggage for airplane travel; direct purchase and agency; correspondence preferred in French. Cie Senegalaise du Sud-Est (importer, wholesaler, retailer), 111 bis, Av. Gambetta & Rue Grasland-B.P. 3188, Dakar. WTD 11/5/64.

322 Glass, Glassware

AUSTRALIA—Crystal tableware, crystal and glass drinking ware, crystal and glass savory dishes. Heat-proof ovenware, cooking and serving utensils. Direct purchase and agency. S. Schlank & Co., Ltd. (importer, exporter, wholesaler, manufacturer), 17 Chesser St., Adelaide, South Australia. WTD 11/30/64.

FRANCE—Textile glass fibers for manufacture of window-blinds. Calfeutrex S.A. (manufacturer), 15 & 17 Rue Baron, Paris, 17e. Services Achats: 48 Rue Pouchet, Paris, 17. WTD 6/29/64.

325 Structural Clay Products

AUSTRALIA—Facing tiles, ceramic, for exterior use. Dulmison (Australia) Pty. Ltd., 16 Chisholm Rd., Sefton, N.S.W. WTD 7/25/64.

326 Pottery, Related Products

AUSTRALIA—Bathroom fittings, vitreous. Dulmison (Australia) Pty. Ltd. (importer, exporter), 16 Chisholm St., Sefton, N.S.W. WTD 7/25/64.

Tableware of china, earthenware, stoneware; kitchenware of china and earthenware; savory dishes, sandwich dishes; vases of china, earthenware, plaster, porcelain, stoneware. Direct purchase and agency. S. Schlank & Co., Ltd. (importer, exporter, wholesaler, manufacturer), 17 Chesser St., Adelaide, South Australia. WTD 11/30/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

MOROCCO—Non-clay kaolin for paper manufacturing; requests replies in French or Spanish. Papelera de Tetouan (manufacturer), Ave. de Sidi Driss (Aptdo. 433), Tetouan. WTD 11/10/64.

331 Steel Mill Products

AUSTRALIA—Aluminized steel strip. Strip to be .048″ and/or .036″ thick, 4″ - 24″ wide, in coils, maximum weight of coils two tons, internal diameter approximately 20″. Aluminum coating on one or both sides to be approximately 22 microns thick, hot dipped or any other process. Suitable for tube making and subsequent forming for exhaust pipe industry. Hills Industries, Ltd. (manufacturer), P.O. Box 78, Edwardstown, South Australia. WTD 12/21/64.

Plastic coated steel strip. Strip to be approx. .020″-.022″ thick, although slightly heavier gauges would be considered; 24″ wide, in coils, maximum weight of coil two tons with an internal diameter of approx. 20″. Plastic (P.V.C. or any other suitable plastic) coating on one side to be approx. .006″ thick. Wood grain finish in glossy or matte is immediate requirement, but all other color and type finishes would be of interest. Must be suitable for roll forming without cracking or peeling. Hills Industries, Ltd. (manufacturer), P.O. Box 78, Edwardstown, South Australia. WTD 12/21/64.

● **INDIA**—7,950 m.t. channels and "Z" sections, various sizes. Tender No. S-56 of 1964, bid deadline Feb. 25. Director, Wagon Production, Ministry of Railways (Railway Board), Rail Bhavan, Raisina Rd., New Delhi. Tender documents available for $2.10 each (not refundable) from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

● 11,750 m.t. spring steel billets, various sizes. Tender No. S-55 of 1964, bid deadline Feb. 22. Director, Wagon Production, Ministry of Railways (Railway Board), Rail Bhavan, Raisina Rd., New Delhi. Tender documents available for $2.10 each (non refundable) from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

● **IRAN**—Railway track materials: 25,000 pc. joint bars; 75,000 bolts and nuts; 75,000 spring washers. Tender Notice No. 43/1535, bid deadline March 14. Purchasing Dept., Iranian State Railways, Maidan Rah Ahan, Tehran.★ (Telephone: 202-WO 7-2363).

PAKISTAN—Rail joint bars, steel. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Butani & Co. (importer, manufacturers' agent), Zeenab Manzil, Frere Rd., Karachi-1. WTD 11/23/64.

THAILAND—150 packages of 175 sheets,

size 20″ x 28″ net weight, 110/112 lb., of charcoal tin tagger (hot dipped tin plate) primes only 1.25 lb. tin coating, 35 lb. base weight (0.1 m/m thick). Mr. Yudh Adhabban, Chief of Supply Dept., Thailand Tobacco Monopoly (government agency), 184 Nanatai Rd., Sukhumvit Rd., Bangkok.

335 Rolling, Drawing, Extruding Nonferrous Metals

AUSTRALIA—Modular aluminum structural panels, exterior wall type. Cavill Corp. Pty., (manufacturer), 388 Pacific Highway, Lane Cove, N.S.W. WTD 11/24/64.

GERMANY—Anodized aluminum shapes for manufacture of door and window frames. Dressler & Co. Warenhandels-Kommanditgesellschaft (importer, exporter), 14-15 Spitzenkiel (P.O. Box 343), 28 Bremen. WTD 10/17/63.

● **INDIA**—Supply of overhead spanning aerial cable with enamelled centre copper conductor .056″ diameter, braided, compounded and armoured with 7/.053″ galvanized steel wire (55,125 lb.). Tender No. SE-3/2023/065A/Cell, bid deadline Feb. 2. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi.★ (Telephone: 202-WO 7-2162).

● Supply of seamless copper tubes, 4.½″ OSD by 3 SWG thick by 8′ length, to I.R.S.S. No. WI-62 (3,693 lb.). Tender No. SR-S/5022/072A/IV, bid deadline Feb. 12. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission, Ref. D/ENQ/1504), 2536 Massachusetts Ave. NW., Washington, D.C.

● **SOUTH AFRICA**—Supply, delivery, erection, testing and putting into service 66KV and lower voltage cables and accessories for Athlone Power Station Final Extension. Tender No. N. 3181, bid deadline March 2. Tender documents may be obtained upon a refundable fee of R200 payable to the City Treasurer at Electricity House, Strand St., Cape Town.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Architectural hardware, door fittings (locks, handles). Dulmison (Australia) Pty. Ltd. (importer, exporter), 16 Chisholm Rd., Sefton, N.S.W. WTD 7/25/64.

Vacuum flasks, refills. Direct purchase and agency. S. Schlank & Co., Ltd. (importer, exporter, wholesaler, manufacturer), 17 Chesser St., Adelaide, South Australia. WTD 11/30/64.

PAKISTAN—Jacks; mechanical, lifting. Conforce Ltd. (manufacturer), 6 Edgerton Rd., Lahore, West Pakistan. WTD 12/14/64.

SPAIN—Hammers, pliers, screwdrivers, wrenches, other hand tools, accessories; requests replies in French or Spanish. Casa Vidal, (importer, exporter, wholesaler, retailer), 18 de Julio 2, Ceuta. WTD 11/10/64.

343 Heating Apparatus, Plumbing Fixtures

SOUTH AFRICA—Oil and gas fired air heaters for industrial use. Airtec Engineering Co. (Pty.) Ltd. (manufacturer), P.O. Box 11, Bramley, Transvaal. WTD 12/29/64.

344 Fabricated Structural Metal Products

INDIA—One hot water oil-fired package boiler required for hot water circulation. Shalimar Industries Pty., Ltd. (manufacturer), 1 Swarnamoyee Rd., Shalimar, Howrah, West Bengal. WTD 10/5/62. Specifications may be obtained from Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

PHILIPPINES—Used or second-hand empty oxygen-acetylene cylinders. Direct purchase and agency. Maayo Trading Corp. (importer, wholesaler), c/o Mr. Lem Kasion, President, P.O. Box 275, Cebu City. WTD 12/11/64.

346 Metal Stampings

SURINAM—Aluminum, enameled, cast iron pots and pans, wash basins, mugs, plastic and earthenware bowls, water glasses, steel wool; direct purchase and agency. H. Sew-Persad Sadal (importer, dealer), Zwartenhovenbrugstraat 193, Paramaribo. WTD 8/18/64.

349 Fabricated Metal Products

GERMANY—All types of accessories for hydraulic installations such as valves, magnetic valves, rubber hose couplings, fittings. Requests replies in German from manufacturers only, quotations cif European ports. Armaturenfabrik Hermann Voss (manufacturer, exporter), 8 Luedenscheider Str., Wipperfuerth. WTD 12/11/64.

351 Engines, Turbines

● **LIBYA**—Construction of a 22,500 kw gas turbine power station and transmitter at Jebel Akhdar near Gubba. Tender No. 490, bid deadline March 22. Specifications may be obtained for nonrefundable fee of $140 from Public Works Dept. at Benghazi Tripoli, Libya or from consultants, Gibbs & Hill, 393 Seventh St., N.Y.

352 Farm Machinery

PAKISTAN—Windmill for irrigation; requests replies from manufacturers with price quotations c&f, Karachi; direct purchase and agency. Pakistan Mineral Miners Ltd. (importer, manufacturer's agent), 204/A S.M.C.H.S., Karachi-3. WTD 8/19/64.

Incubator, other farm machinery for poultry center. Captain Mohd. Akbar & Co. (importer, distributor), Urdu Bazar, Rawalpindi. WTD 6/24/63.

SOUTH AFRICA—Machines for tying Turkish tobacco leaves for sun-curing after harvesting. Rovic Agencies (Pty.) Ltd. (importing distributor), P.O. Box 13, Strand, Cape Province. WTD 12/23/64.

353 Construction, Mining, Material Handling Machinery

● **COLOMBIA**—Supply of 100 hydraulic jacks, 10-ton capacity. Tender No. 7,121, bid deadline Feb. 26. Ferrocarriles Nacionales de Colombia, Departamento de Adquisiciones y Almacenes, Estacion de la Sabana, Oficina No. 405, Bogota.★ (Telephone: 202-WO 7-4816).

● Two bridge cranes, one 10-ton, one 20-ton capacity. Tender No. 7125, bid deadline Feb. 26. Colombian National Railways, Departamento de Adquisiciones y Almacenes, Estacion de la Sabana, Oficina No. 405, Bogota.★ (Telephone: 202-WO 7-5589).

● **EAST PAKISTAN**—One 3-wheeled diesel roller, 6 to 12 tons variable weight. Tender No. S-8/464/ENGG/64-65, bid deadline Feb. 15. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Montijheel Commercial Area, Dacca 2.★ (Telephone: 202-WO 7-5566).

● **IRAN**—Dumpers, 8 units, one-ton capacity in accordance with specifications and conditions. Tender No. 43/1553, bid deadline March 18. Iranian State Railways, Tehran. Documents available from Purchasing Dept., Iranian State Railways, Tehran.

PAKISTAN—Concrete vibrators; water well drilling rigs, portable, large size; cranes, mobile, 50 ton; 6 weigh-batchers. Conforce Ltd. (manufacturer), 6 Egerton Rd., Lahore, West Pakistan. WTD 12/14/64.

Vibrators, electric and diesel, 5 to 50 h.p., 50 cycles, a.c. Requests replies from manufacturers. Direct purchase and agency. Shaikh Gulzar Ali & Co., Ltd. (importer, manufacturers' agent), Rex Annexe, 27 Victoria Rd., Karachi. WTD 8/20/64.

354 Metalworking Machinery

AUSTRALIA—Used gear hobbing machines. Shute-Upton Engineering Pty. Ltd. (manufacturing engineers), P.O. Box 75, Rocklea East, Brisbane, Queensland. WTD 12/23/63.

Flame cutting and profiling machine: Cutting width -90″ maximum (120″ preferred) cutting length -30′ approx. (capable of extension to 50′), four cutting heads as standard, capable of accepting two heads minimum; 2″ flame planing heads to be quoted as extras; capable of using standard valves and electrical components, for use with A.C. supply and bulk liquid petroleum fuel gas, must be fitted with an optical head to make profiling directly from drawings; Requests c.i.f.&ec. Brisbane quotations. Mr. G. E. Davis, Drysdale & Ridgway Pty. Ltd. (structural steel engineers); 9-11 Butterfield St., Herston, Brisbane, Queensland. WTD 7/14/64.

Machine tools, general range with emphasis on newer types; direct purchase and agency. Akhnaton Traders, 89 Baringa Rd., Northbridge, N.S.W. WTD 12/23/64.

Flame cutting and profiling machine: Cutting width -90″ maximum (120″ preferred) cutting length -30′ approx. (capable of extension to 50′), four cutting heads as standard, capable of accepting two heads minimum; 2″ flame planing heads to be quoted as extras; capable of using standard valves and electrical components, for use with A.C. supply and bulk liquid petroleum fuel gas; must be fitted with an optical head to enable profiling directly from drawings. Mr. T. Abrook, Commonwealth Engineering (Qld) Pty. Ltd. (manufacturing engineer), Evans Rd. Rocklea East, Brisbane, Queensland. WTD 9/30/63.

● **INDIA**—One portable straight and circle oxy-acetylene cutting machine. Tender No. 873/PR/55327/W-18576, bid deadline Feb. 22. Shri T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township Dist. Hoshiarpur. Specifications and conditions from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. I.S.M. D/ENQ/1485.

● Locomotive axle facing and centering lathe. Tender No. SWP 5/4101/006 a/II, bid deadline Feb. 10. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Complete set of drawings and specifications available for review and purchase ($3.50 advance payment) at India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Ref. No. D/ENQ/1514.

ISRAEL—Automatic or semi-automatic machines for grinding, hollow-grinding, polishing, glazing knife-blades. Requests catalogs, price lists. Direct purchase and exclusive agency. Israport (Julius Benjamin), Ltd. (importer,

agent), 7 Rothschild Blvd., P.O. Box 2272, Tel Aviv. WTD 1/5/65.

● **SUDAN**—21″ center lathe, bed width 32″, bed length 21′, distance between centers 12′, dia. of faceplate 42″. Tender No. 3206, bid deadline Feb. 16. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.1.★ (Telephone: 202-WO 7-5652).

355 Special Industry Machinery

AUSTRALIA—Packing machinery for packing dates, prunes, dried apricots into one or two-pound lots. Direct purchase and agency. Mr. I. Nathan Mynor Pty., Ltd. (manufacturer, exporter), 469 Pittwater Rd., Brookvale, N.S.W. WTD 12/31/64.

COSTA RICA—Machinery, equipment for production of non-alcoholic beverages, capacity 50,000 bottles per month; direct purchase and agency, request replies in Spanish. Fabrica de Bebidas Gaseosas y Siropes "La Flor" (manufacturer), Belarmino Brenes P., Aptdo. 2031, Heredia. WTD 12/14/64.

FINLAND—Paper and pulp processing machinery, equipment, requests descriptive literature, price lists; direct purchase and agency. Oy Fenco Ab (importers, commission agents), Erottajankatu 5 A, Helsinki. WTD 12/28/64.

FRANCE—Dyeing equipment for textile industry; direct purchase and agency. Blanchisserie Et Teinturerie De Boulogne (Ets Maurice Decroix), 11 Rue Diaz, Boulogne s/Seine (Seine). WTD 4/29/64.

Light devices and equipment for woodworking industries and for agriculture. Roques & LeCoeur, Les Essarts-le-Roi, Seine & Oise. WTD 6/22/64.

GERMANY—Food filling and packing machines; requests replies from manufacturers only; quotations c.i.f. European ports. Direct purchase and agency. Adolf Miebach Verpackungsmachinen KG (agent, importer). 4-8 Bahnhofstrasse, 4049 Wevelinghoven. WTD 12/18/64.

● **IRAQ**—One or two spindle, rotational moulding machine with accessory equipment. Tender No. 67/64, bid deadline March 28. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5589).

PAKISTAN—All types of textile machinery, accessories; importer, manufacturer's representative requests replies from manufacturers with price quotations C & F, Karachi, direct purchase and agency. Trade Linkers, 14-15 Motan Bldg., Bunder Rd., Karachi 2. WTD 4/17/64.

PHILIPPINES—Complete plant, second-hand, for manufacture of oxygen-acetylene. Direct purchase and agency. Maayo Trading Corp. (importer, wholesaler), c/o Mr. Lem Kasion. President, P.O. Box 275, Cebu City. WTD 12/11/64.

SWEDEN—Wrapping and plastic-making machinery, such as welding machinery for plastic film and sheeting, injection molding machinery, extruders and vacuum forming machinery, injection molding pistols or other types of hand-operated machine tools for plastic making machinery, direct purchase and agency. Swedish Esanco AB (importer, sales agent), Artillerigatan 16, Stockholm Ö. WTD 12/16/64.

356 General Industrial Machinery

AUSTRALIA—Packaging and wrapping machines, materials; direct purchase and agency. Associated Packaging Services (importer, distributor, manufacturers' representative), 67 Queen's Rd., Melbourne, S.C.2, Victoria. WTD 7/30/64.

FINLAND—Industrial lubricating systems or related machinery and products; requests descriptive literature, price lists; direct purchase and agency. Agentuuriliike Taatinen (importer, agent), Svinhufvudintie 4 B, Helsinki. WTD 11/19/64.

● **SUDAN**—One centrifugal booster pump, 5,000 gallons per hour capacity, 150 ft. head. Tender No. 3224, bid deadline Feb. 18. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.I.★ (Telephone: 202-WO 7-5589).

357 Office, Computing, Accounting Machines

FINLAND—Data processing machinery; requests detailed literature, technical details, price lists, credit terms. Trade Opportunities Staff, BDSA-6192, Box T.O. 101, Rm. 4203, Department of Commerce, Washington, D.C. 20230.

● **THAILAND**—Supply of six sets vehicle weighing machines, 20 tons capacity, platform of wood, concrete or metal, not smaller than 2.70 by 6.50 meters, complete with automatic weight register. Tender No. 7/2508, bid deadline Feb. 22. The Dept. of Transport, Ministry of Communication, Rajdamnoen Ave., Bangkok.★ (Telephone: 202-WO 7-2939).

358 Service Industry Machines

FRANCE—Commercial laundry, dry-cleaning, pressing machinery, equipment, accessories; direct purchase and agency. P. Lemaire & Cie (importer, dealer), 40 Rue Boucher-de-Perthes, Roubaix (Nord). WTD 3/5/64.

Commercial laundry, dry-cleaning, pressing machinery, equipment, accessories; direct purchase and agency. Blanchisserie Et Teinturerie De Boulogne (Ets Maurice Decroix), (importer, dealer), 11 Rue Diaz, Boulogne s/ Seine (Seine). WTD 4/24/64.

ITALY—Automatic or semi-automatic fryers for large scale production of potato chips. Michele Abate di Salvatore e Ettore (wholesaler), 27 Via Appula Sannitica, Lucera (Foggia). WTD 12/14/64.

PAKISTAN—Packaged airconditioners, 5 to 200 tons; importer manufacturer's representative requests replies from manufacturers with price quotations c & f, Karachi; direct purchase and agency. American Refrigerators Co., Dilkusha Bldg., McLeod Rd., Karachi. WTD 6/2/64.

361 Electric Transmission, Distribution Equipment

FINLAND—Lighting devices, e.g. control boards for theaters; related fixtures or equipment; requests descriptive literature, price lists. Tehotuonti Grönlund & Seppälä (importers), I. Roobertinkatu 26, Helsinki. WTD 12/8/64.

362 Electrical Industrial Apparatus

AUSTRALIA—Used gear generators, generating plant. Shute-Upton Engineering Pty. Ltd. (manufacturing engineer), P.O. Box 75, Rocklea East, Brisbane, Queensland. WTD 12/23/63.

363 Household Appliances

FRANCE—Electric fans, electric heating appliances, toasters, electric razors. Direct purchase and agency. Etablissements Victor (wholesaler), 21 Rue de Paradis, Paris, 10e. WTD 6/29/64.

GERMANY—Charcoal grills, barbecue grills. Mafi Geraetebau G.m.b.H. & Co., K.G. (manufacturer, wholesaler, sales agent), 7015 Korntal, Wuerttemberg, Steinbeisstr. 9. WTD 6/16/64.

SPAIN—Electric blankets; casseroles, electric household; coffee percolators, irons, automatic, toasters, electric, automatic, non-automatic; request replies in French or Spanish. Francisco Parres Puig (importer, distributor, retailer, agent), C/. O'Donnell 41, Melilla. WTD 11/10/64.

364 Electric Lighting, Wiring Equipment

FINLAND—Electrical insulation equipment; requests descriptive literature, price lists. Tehotuonti Grönlund & Seppälä (importers), I. Roobertinkatu 26, Helsinki. WTD 12/8/64.

365 Radio, Television Receiving Sets

HONG KONG—Complete line of high quality television and radio sets; request replies from manufacturers. American Engineering Corp., Fed. Inc., U.S.A., Rm. 310-312 Edinburgh House, Queen's Rd. Central, Hong Kong. WTD 3/22/62.

366 Communication Equipment

FINLAND—Television cameras for use in remote control traffic regulating operations; remote control traffic light equipment; request detailed literature, technical details, price lists, credit terms. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Box T.O. 102, Rm. 4203, Washington, D.C. 20230.

PAKISTAN—Railway signaling equipment. Requests replies from manufacturers, quotations c & f Karachi. Direct purchase and agency. Butani & Co. (importer, manufacturers' agent), Zeenab Manzil, Frere Rd., Karachi-1. WTD 11/23/64.

● **SAUDI ARABIA**—Supply of teletype sets, associated equipment. Bid deadline Feb. 28. Specifications and conditions may be obtained for $111.11 from the Financial Division, Directorate General of Posts & Telecommunications, Ministry of Communications, Riyadh.

367 Electronic Components, Accessories

PAKISTAN—Remote control units, for use as replacement parts for 11, 33, 66 KV electrical equipment; direct purchase and agency. Imperial Electric Co. Ltd. (importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

369 Electrical Machinery, Equipment, Supplies

● **BURMA**—Supply of 500,000 dozen dry cell batteries, U.M. 1 or R 20 type. Bid deadline, Feb. 2, tender No. 75/EL/P/64-65. Divisional Manager, Electrical Stores Corp., 77/91 Sule Pagoda Rd., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5345).

FRANCE—Electrical equipment for aircraft such as starting motors, generators. Direct purchase and agency. Aero-Impex (importer, dealer), 29, Cité d'Antin, Paris, 9e. WTD 6/29/64.

371 Motor Vehicles, Motor Vehicle Equipment

GERMANY—Automotive engine parts for construction and repair of motors; direct pur-

chase and/or agency; requests replies from manufacturers only; price quotations fob New York. Motorenteile GmbH. (importing distributor, wholesaler), 65/67 Corneliusstrasse, 4 Duesseldorf. WTD 8/13/64.

Spare parts for all types of automobiles; requests replies from manufacturers only; quotations c.i.f. European ports. Ferdinand Bilstein jr. KG (manufacturer, importer, exporter), 46 Wilhelmstrasse, 5828 Ennepetal-Voerde i. W. WTD 12/14/64.

NETHERLANDS ANTILLES—Automotive parts, accessories for passenger cars, trucks, buses. Bonaire Trading Co. Ltd. (importer, retailer, wholesaler, agent), Kralendijk, Bonaire. WTD 1/24/64.

PAKISTAN—Automotive replacement parts. Jullunder Motor Agency (Pak) Ltd. (importer, distributor), Jashi Bldg., MacLagan Rd., Nila Gumbad, Lahore. WTD 11/27/64.

372 Aircraft, Parts

COLOMBIA—Three new or used airplanes equipped for spraying trees, agricultural crops. Cash or terms. Camilo F. Eslait M. (contractor), Aptdo. Aereo 2071, Barranquilla. WTD 12/14/64.

FRANCE—Aircraft parts, auxiliary equipment. Direct purchase and agency. Aero-Impex (importer, dealer), 29, Cité d'Antin, Paris, 9e. WTD 6/29/64.

373 Ship Building, Repairing

FINLAND—Electrical equipment, machinery, apparatus, for marine purposes; requests descriptive literature, price lists; direct purchase or agency. Oy Fenco Ab (importers, commission agents), Erottajankatu 5 A, Helsinki. WTD 12/28/64.

374 Railroad Equipment

PAKISTAN—Diesel-mechanical locomotives, surface type. Also locomotive repair parts. Requests replies from manufacturers, quotations c & f Karachi. Direct purchase and agency. Butani & Co. (importer, manufacturers' agent), Zeenab Manzil, Frere Rd., Karachi-1. WTD 11/23/64.

381 Engineering, Laboratory, Scientific, Research Instruments

ISRAEL—Laboratory for chemical and biological analysis of surface and ground water, mounted on truck chassis with four wheel drive; maximum total weight four tons; requests specifications and prices. Mr. Yehuda Diamond, Mekoroth Water Co. Ltd., POB 21, Nazareth. WTD 3/4/64.

ITALY—Complete line of laboratory apparatus and scientific instruments for use in schools, universities, other institutions. Direct purchase and agency. C.I.T.E. di Antonio Izzo (wholesaler), 61 Via dei Fiorentini, Naples. WTD 12/14/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

AUSTRALIA—Automatic water hardness monitor or analyzer to continuously sample and test water supply and to initiate an electric alarm system when hardness rises to predetermined level. Mr. B.J. Smallhorn, W. G. Utting & Co. Pty. Ltd. (engineer, designer, manufacturer), No. 2 Dorsey St., Milton, Brisbane, Queensland. WTD 5/15/63.

Hot water meters suitable for indicating proportionate share of hot water used by apartment dwellers; direct purchase and agency. Aycom Pty. Ltd. (heating engineer), 236 Harbord Road, P.O. Box 144, Brookvale. WTD 12/23/64.

383 Optical Instruments, Lenses

HONG KONG—Optical products, such as contact lenses, optical frames, lenses; requests replies from manufacturers and/or suppliers. Chiang's Optical Co. (importer, exporter), U-8 Man Yee Bldg., P.O. Box 14414, Hong Kong. WTD 12/10/64.

384 Surgical, Medical, Dental Equipment

FRANCE—Pulmonary and cardiac functional exploration instruments. R. Delhomme & Cie (importer, dealer), 30 Bld. St Jacques, Paris, 14. WTD 3/9/64.

Surgical instruments, such as blade handles and blades, operating knife; chisels; clamps, towel; curettes; dilators; elevators; forceps; hammers, percussion; holders, needle; hooks; knife handles; operating knives; mallets; mirrors; mouth gags; needles; probes; rasps; scissors, dissecting & operating; scoops; snares; tubes; wire cutters. Etablissements Haran (dealer), 40 Rue Saint-Jacques, Paris, 15ème. WTD 4/16/64.

JAPAN—Contrast-Media type diagnostic reagent for use in taking X-ray pictures. Tatsuro Yamamoto (retailer, exporter), 2954-6, Otemae, Ushiyama-cho, Kasugai City, Aichi Prefecture. WTD 8/26/64.

386 Photographic Equipment, Supplies

FRANCE—Motion picture equipment; cameras, scientific. Paillard Bolex S.A. (manufacturer, importer), 22-24 Ave. Hoche, Paris, 8e. WTD 3/20/64.

MOROCCO—Dry copying machines (thermofax type) for offices; photostatic paper, transfer or contact process in standard European sizes, single sheets to be used in offices for photocopies. Quotations Casablanca; direct purchase and agency. Société Sanash (importer, distributor), 7 Rue Pont-a-Mousson, Casablanca. WTD 8/20/64.

391 Jewelry, Silverware, Plated Ware

AUSTRALIA—Table cutlery, kitchen cutlery, trays, trophies, tea services. Direct purchase and agency. S. Schlank & Co., Ltd. (importer, exporter, wholesaler, manufacturer), 17 Chesser St., Adelaide, South Australia. WTD 11/30/64.

393 Musical Instruments, Parts

GERMANY—Electric organs. Requests replies from manufacturers only; quotations c.i.f. European ports. Direct purchase and agency. Musikhaus Bongardt (retailer, wholesaler, agent), 117 Gewerbeschulstrasse, 56 Wuppertal-Barmen. WTD 12/9/64.

394 Toys, Amusement, Sporting Goods

FRANCE—Toys, games, all types, preferably medium-priced, including plastic toys, stuffed animals for small children. Direct purchase for articles of competitive categories and prices; suitable for sale on the French market. Requests replies in French from manufacturers only. Maison Universelle (Bernard et Magne) (retailer), 2 Rue de la Résistance, Bergerac, Dordogne. WTD 12/23/64.

GERMANY—Model ship kits, historical model ship kits, accessories, model ship fittings, hardware from wood and metal; model sailing ship hulls made in one piece for finishing. Steingraeber K.G. (manufacturer, exporter), 23 Hermann-Loens-Strasse, 3572 Stadt Allendorf. WTD 12/11/64.

MEXICO—Billiard table slates. Fabrica Mexicana de Mesas de Billar, S. A.; Av. Carrillo Puerto No. 179, Col. Anahuac; Mexico, D.F. WTD 7/2/64.

SYRIA—General line of mechanical and paper toys. Importer, wholesaler, retailer and commission merchant requests catalogs, quotations c.i.f. Latakia Port from manufacturers; direct purchase and agency. Souren Ohanian, P.O. Box 33, Meidan Quarter, Aleppo, S.A.R. WTD 9/3/64.

395 Pens, Pencils, Office, Artists' Materials

GERMANY—Advertising novelties and specialties, such as ballpoint pens and parts. Requests replies in German from manufacturers only, quotations c.i.f. Dutch or German ports. R. O. Schorsch KG (wholesaler, distributor, importer), 14 Im Bachgrund, 4005 Buederich. WTD 12/15/64.

396 Costume Jewelry, Novelties, Buttons, Notions

HONG KONG—Men's cuff links, tie clips, ranging from $10 to $40 per dozen sets of combination links and tie clips. Good View Trading Co. (importer, exporter), 1211 Ka Wah Bank Bldg., G.P.O. Box 13157, Hong Kong. WTD 11/10/64.

MOROCCO—Novelties, bazaar items, suitable as inexpensive gift items. Direct purchase and agency, request replies in Spanish or French. Felipe Millanes Serran (importer, agent), Aptdo. 19, Falange Española 26, Ceuta, Spain. WTD 11/11/64.

399 Miscellaneous Manufacturing Industries

AUSTRALIA—Women's dressing table sets, accessories; men's brush and comb sets. Direct purchase and agency. S. Schlank & Co. Ltd. (importer, exporter, wholesaler, manufacturer), 17 Chesser St., Adelaide, South Australia. WTD 11/30/64.

FINLAND—Fire pumps, extinguishers, hoses, related fire fighting equipment for marine use; requests descriptive literature, price lists; direct purchase or agency. Oy Fenco Ab (importers, commission agents), Erottajankatu 5 A, Helsinki. WTD 12/28/64.

FRANCE—Dispensers: soap, hand-towels, sanitary paper; direct purchase and agency. Blanchisserie Et Teinturerie De Boulogne (Ets Maurice Decroix) (importer, dealer), 11 Rue Diaz, Boulogne s/ Seine (Seine). WTD 4/29/64.

Leads for Importers

084 Gums, Barks

VIET-NAM—Industrial cassia in thick, thin, medium, broken grades; annual export capacity from 150 to 200 m.t. Ets. Huynh Chau, 186 Tran Hung Dao, Saigon. WTD 1/6/65.

225 Knitting Mills, Products

ICELAND—Icelandic woolen sweaters, hand or machine knitted. Akta s/f, Flokagata 19, Reykjavik. P.O. Box 21. WTD 7/18/64.

227 Floor Covering Mills

AUSTRALIA—Sheepskin rugs, kangaroo skin rugs, sling (unborn) calf rugs. Ameriports (exporter), P.O. Box 517, North Sydney, N.S.W. WTD 8/21/64.

281 Industrial Chemicals

GERMANY—Aminoethylethanolamine, diethylentriamine, other amino-alcohols, methylester fatty acids, fractionated fatty acids; Common Market agency or direct import; c.i.f. Rotterdam or Hamburg. REWO Chemische Fabrik GmbH. (manufacturer), 6497 Steinau. WTD 12/18/64.

311 Leather Tanning, Finishing

ICELAND—Furry Icelandic sheepskins in various colors for use by doll manufacturers as doll's hair. Akta s/f, Flokagata 19, Reykjavik. (P.O. Box 21) WTD 7/18/64.

319 Leather Goods

AUSTRALIA—Reptile skin products such as desk sets, note pad covers; frogskin products. Ameriports (exporter), P.O. Box 517, North Sydney, N.S.W. WTD 8/21/64.

355 Special Industry Machinery

AUSTRIA—Hydraulic fruit presses; hydraulic small cranes and pipe pushing equipment. Pamphlets in English available on loan from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. Valentin Stossier (manufacturer, exporter), Spezialfabrik hydr. Obst- und Traubenpressen, Hauptstrasse 136, Poertschach am Woerthersee, Carinthia. WTD 1/7/65.

391 Jewelry, Silverware, Plated Ware

AUSTRALIA—Gem stones, including opals. Ameriports (exporter), P.O. Box 517, North Sydney, N.S.W. WTD 8/21/64.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Koala bears made of fur; boomerangs. Ameriports (exporter), P.O. Box 517, North Sydney, N.S.W. WTD 8/21/64.

399 Manufacturing Industries

AUSTRALIA—Aboriginal bark paintings. Ameriports (exporter), P.O. Box 517, North Sydney, N.S.W. WTD 8/21/64.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

GREECE—"Great Northern" white dried beans No. 1; "Michigan" white dried pea beans No. 1; requests replies from producers and/or exporters. Clearque Paparrodou (sales agent), 14 Inois St., Athens. WTD 12/23/64.

201 Meat Products

GREECE—Frozen chicken; requests replies from producers and/or exporters. Clearque Paparrodou (sales agent), 14 Inois St., Athens. WTD 12/23/64.

204 Meat Products

★★ GREECE—Trade Mission

Frozen meat (red), chickens, fish. Mr. Evangelos Lozos (representative), 51 Panepistimiou St., Athens. WTD 12/30/64. TM 42.

220 Textile Mill Products

GERMANY—Fabrics made of synthetic fibers; household linen; quotations preferred c.i.f. German seaport; samples of fabrics requested. Theodor Kaupa (sales agent), 2 Hans-am-Ende-Weg, 28 Bremen-Oberneuland. WTD 12/24/64.

SOUTH AFRICA—Table linen, bedspreads; requests replies from manufacturers only. Star Indent Agencies (Pty.) Ltd. (manufacturers' agent), P.O. Box 832, Cape Town. WTD 12/23/64.

221 Broad Woven Fabric Mills, Cotton

SOUTH AFRICA—Upholstery, curtaining materials, all kinds; requests replies from manufacturers only. Star Indent Agencies (Pty.) Ltd. (manufacturers' agent), P.O. Box 832, Cape Town. WTD 12/23/64.

228 Yarn, Thread Mills

SOUTH AFRICA—Knitting yarns; requests replies from manufacturers only. Star Indent Agencies (Pty.) Ltd. (manufacturers' agent), P.O. Box 832, Cape Town. WTD 12/23/64.

VIET-NAM—Rayon acetate yarns. Ets. Nguyen Le (manufacturers' representative), 58 Cong Ly, P.O. Box 1140, Saigon. WTD 10/13/64.

264 Converted Paper, Paperboard Products

GERMANY—Quality wallpaper; exclusive agency in Germany or possible direct import; prices c.i.f. Hamburg. Jung, Zorn & Co., KG, 61 Darmstadt, Rheinstrasse 51. WTD 12/9/64.

THAILAND—Sanitary napkins, tap end, six or ten sheets a box, four dozen a carton. Requests c.i.f Bangkok price quotations, with samples. Saha Thai Vatana Co., Ltd. (importer, distributor), Sundries Dept., 4th Mansion, Rajdamnern Ave., Bangkok. WTD 9/25/63.

281 Industrial Chemicals

NETHERLANDS—New chemicals to protect electrical and precision equipment against corrosion, or other special spray-on chemicals to package in aerosol containers which are protected by patents. Exclusive agency; requests replies from manufacturers only. Technisch Handelsbureau A. Kapsenberg (importer, exporter, wholesaler, manufacturer), 31 Statenlaan, Rotterdam-12. WTD 12/18/64.

NORWAY—Chemicals for paper and pulp industry, such as fungicides for semi-chemical and mechanical pulp and for preventing pitch trouble; requests replies from manufacturers only. Jens Lange Lyche (manufacturers' agent), 15 Kirkegaten, Oslo 1. WTD 9/30/64.

282 Synthetic Materials

IRAQ—Firm desires to act as agent for well known manufacturer of polyethylene and PVC. Mowaffak Drug Stores Co., Div. of M. T. Irani Sons Co. (importer, wholesaler, contractor), Hamad Bldg., Mustansier St., Baghdad. WTD 11/23/64.

301 Tires, Inner Tubes

VIET-NAM—Tires, tubes for passenger cars, trucks. Ets. Nguyen Le (manufacturers' representative), 58 Cong Ly, P.O. Box 1140, Saigon. WTD 10/13/64.

307 Plastic Products

IRAQ—Firm desires to act as agent for well known manufacturer of extrusion molded and injection molded polystyrene plastics. Mowaffak Drug Stores Co., Div. of M. T. Irani Sons Co. (importer, wholesaler, contractor), Hamad Bldg., Mustansier St., Baghdad. WTD 11/23/64.

342 Cutlery, Hand Tools, General Hardware

SOUTH AFRICA—Hand tools, padlocks; accessories for manufacture of furniture such as handles, locks, fittings, metal feet, casters; accessories for manufacture of suit- and briefcases such as locks, handles, hinges, lining paper; requests replies from manufacturers only. Star Indent Agencies (Pty.) Ltd. (manufacturers' agent), P.O. Box 832, Cape Town. WTD 12/23/64.

343 Heating Apparatus, Plumbing Fixtures

ITALY—Kerosene stoves for heating purposes. Impresa di Riscaldamento Albino Gozzelina (contractor), 95 Via Paolo Piacentini, Torino. WTD 10/9/64.

NORWAY—Plumbing fixture fittings, pipes, tubes, especially for ships. Eivind Koch A/S (importer, wholesaler, manufacturers' agent), Kongensgate 6, Oslo. WTD 11/23/64.

353 Construction, Mining, Materials Handling Machinery

AUSTRALIA—Manufacturer and distributor of a variety of hoists, cranes, lifts, specialized handling equipment wants agencies for additional lines of specialized equipment of types which cannot be manufactured locally on an economic basis. A. P. Morling Pty., Ltd., 979 North Rd., Murrumbeena, Victoria. WTD 12/3/64.

INDIA—Compressed air drilling equipment for drilling in rock and hard coal measure strata; mobile drilling rigs—diesel or electrically operated; shuttle cars for use in coal mines AC/DC, diesel operated for use in gassy mines; diesel and trolley wire electric operated mine locomotives for use in mines; ore and coal crushing plants. Geo. Miller & Co. Private Ltd. (importer), 7 Hastings St., Calcutta. WTD 3/18/64.

355 Special Industry Machinery

NETHERLANDS—Machines, tools, related products for repair of direct current motors, machines; exclusive agency; requests replies

from manufacturers only. Technisch Handelsbureau A. Kapsenberg (importer, manufacturer, wholesaler), 31 Statenlaan, Rotterdam-12. WTD 12/18/64.

356 General Industrial Machinery

GERMANY—Triple-worm pumps for conveying self-lubricating liquids (oils), primarily for installation aboard ships, equipped for electrical motors with speeds up to 1,750 RPM, suitable for mounting on base plates or for flange-mounting, capable of operating vertically or horizontally, must have provision for outfitting with overload valve; requests replies in German. Emil B. Moetting (engineering consultant, sales agent), 49 Luder-von-Bentheim-Strasse, 28 Bremen. WTD 12/21/64.

363 Household Appliances

GERMANY—Household and kitchen articles suited for retail sale in supermarkets, self-service food stores. Erich Goetze (sales agent), Kroegerstrasse 22, Hamburg-Rahlstedt. WTD 11/16/64.

366 Communication Equipment

★★ YUGOSLAVIA—Trade Mission

Marine electronics; sonar; air traffic control equipment; servo motors; oscilloscopes; marine radar; airport radar. Intercommerce (Interkomerc) (manufacturer's representative), Terazije 27/III, Belgrade. TM 65.

367 Electronic Components, Accessories

★★ GREECE—Trade Mission

Component parts to assemble Hi-Fi equipment, TV sets. Mr. Wm. Theodore & Mr. Vlassis Theodoropoulos, Lyric Stereorama of America Co. (manufacturer), Leoforos Alexandras 52, Athens. WTD 12/30/64. TM 7.

372 Aircraft, Parts

MEXICO—Helicopters, airplanes, engines, aeronautical navigation equipment, aircraft maintenance, repair and overhauling equipment, accessories. Aeronautica Especializada, S.A. (importer, wholesaler, retailer), Av. Arboles Grandes No. 478; Aeropuerto Central; Mexico 9, D. F. WTD 12/7/64.

386 Photographic Equipment

UAR—Photographic paper and films; cinematographic films. Misr Foreign Trade Co. (government-owned), 1 Kasr el Nil St., Cairo. WTD 11/22/63.

739 Business Services

BRAZIL—Seek affiliation with U.S. business consulting firm for reciprocal representation in respective countries. Saul Guz & Associados (business consultants), Rua Avanhandava 103, Conj. 6 B, São Paulo. WTD 11/13/64.

Construction Projects

Reports from overseas on late building and construction

AUSTRALIA—Preliminary designs of **freeways** and **bridges** planned by the Dept. of Main Roads, Western Australia, are being processed by De Leuw, Cather & Co. in their newly established office in West Perth. **Write:** De Leuw, Cather & Co., 165 West Wacker Drive, Chicago, Ill., 60601.

ANGOLA—(1 conto = $35.16) Portugal's Overseas Ministry has authorized provincial government to contract for a geological study of the Cunene River area where the Gove hydro-electric system will be located. **Write:** Angola Dept. of Geology & Mines, Angola.

CHILE—(100 escudos = $51.81). Cia de Industrias y Azucar, wholly-owned subsidiary of W. R. Grace & Co., will construct a **plant to produce phtalic anhydrite** (resin base and formaline) from refinery byproducts (presumably naphthalene) and Chilean raw material.

GREAT BRITAIN—(1£ = $2.80) The Central Electrical Generating Board, (Government agency) has invited bids from British consortium (Nuclear Power Group, English Electric-Babcock & Wilcox-Taylor Woodrow Group, United Power Co.) to submit proposals for phase of U.K.'s second nuclear power program which, among other plans, calls for **installation of second station at Dungeness** (Kent).

Dungeness "A", sixth of nine commercial nuclear power stations to be built or in process of being built in the UK, will have net electrical output of 550 megawatts. A previous contract for Dungeness "A" was awarded to the Nuclear Power Group.

Each group of the consortium has been invited to submit proposals based on provision and installation of an advanced gas-cooled reactor of the type developed by the U.K.'s Atomic Energy Authority and has been given the alternative, in cooperation with U.S. firms, to submit proposals based on a U.S.-type water reactor.

JAPAN—(1000 yen = $2.77). International Bank for Reconstruction & Development has authorized a $25-million loan to the Tokyo Expressway Public Corp., public entity attached to the Ministry of Construction, to help finance construction of **8-mile expressway** from Haneda (Tokyo's International Airport) to Yokahama.

The expressway will be a four-lane toll road, an elevated structure over existing city streets for the most part while the remaining part will be built partly along a newly acquired right-of-way and partly over a canal. Scheduled for completion by mid-1968, estimated cost is 31.7 billion yen ($88 million), including construction and related costs. **Write:** Tokyo Expressway Public Corp., Ministry of Construction, Tokyo.

JORDAN—(1 dinar = $2.80). International Kuwaiti Consulting Co. (architectural firm) has won the award for the design of new **Central Bank Building.** Award, made by a committee composed of engineers and architects from the UAR, Syria, Lebanon and Jordan, was based on preliminary sketches submitted by the firm in competition with 15 other architectural firms from various other Arab countries.

KENYA—(20 shillings = $2.80). A $6 million **railroad improvement project** is being assisted by a new $4½ million credit by the International Development Association. As an extension of a previous railroad improvement program funded by the International Bank for Reconstruction & Development in 1960, current project includes relocation of several road sections, improvements of drainage, paving and replacement of certain narrow and poorly located bridges in widely separated parts of the country. Except for some minor works, all roads will be built by contractors selected from international competitive bidders.

LATIN AMERICA—The Inter-American Development Bank has approved $36,370,000 total loans for **housing, water supply** and **sewerage systems** to Brazil (borrower), Guatemala, Venezuela (borrower), Colombia (borrower), Costa Rica and Nicaragua. Communications should be addressed to designated borrower.

Housing:

Colombia—The Instituto de Credito Territorial de Colombia (ICT) (Government agency in charge of promotion and construction of housing programs) has received $2.5 million loan to help finance construction of 1,120 houses and 280 apartments on tract owned by Alianza Democratica Sindical Colombiana para Viviendas adjacent to Ciudad Kennedy, new housing development in suburb of Bogota which is being built under the Alliance for Progress program.

Costa Rica—A $3.6 million loan from the Social Progress Trust Fund was authorized to finance the Instituto Nacianal de Vivienda y Urbanixmo's low-income housing program. Plans call for construction of 2,816 houses to be built over a 2½ year period in three sub-projects at total cost of $6½ million. First sub-project consists of construction of 1,509 houses in urban zones at $2,409 average cost per house. The sub-project is new stage in program under which 2,330 houses were built partially financed with 1961 Bank loan of $3.5 million.

Second sub-project consists of 1,012 rural houses. Beneficiaries will provide labor under the self-help and mutual aid systems.

Third sub-project consists of concession of 295 supervised credits which will be used in construction or improvement of houses on lots or farms owned by low-income farmers.

Nicaragua—Instituto Nicaragüense de la Vivienda has been given a $5¼ million loan to carry out a $10,162,000 low-income housing program. Of the 3,774 houses planned, the Institute will arrange for construction of 2,007 units and be responsible for completion of 600 units in Managua. Part of these will be built by contractors, others by beneficiaries under the self-help and mutual aid systems. Remaining 1,167 units will be built through the savings and loan system whereby Institute will discount mortgages held by country's savings and loan associations.

Water Supply & Sewerage:

Brazil—The Banco do Estado de Guanabara, S.A., State of Guanabara's financial agency encompassing Rio de Janerio, has obtained a $12 million credit to help finance completion of a $75 million project. Superintêndencia de Urbanização e Saneamento (State's water supply & Sanitation agency) will expand and improve Rio de Janerio's water supply system. Project calls for construction of an aqueduct system and expansion of distribution facilities.

Guatemala—Second stage of water supply program is being partially financed with a $3,020,000 loan. The Instituto de Fomento Municipal of Guatemala, automomous governmental agency, is in charge of planning and financing municipal public works. Project plans call for water supply systems in 23 communities and sewerage systems in 7 other communities. Program will benefit about 150,000 people.

Venezuela—Water supply projects for about 300 rural communities will be undertaken

by the Ministry of Sanitation & Social Assistance's División de Acueductos Rurales with assistance from a $10 million loan for the new stage of the National Rural Water Supply Program which Venezuela initiated in 1961 with the aid of another $10 million IADB loa.

Project will include construction of new aqueducts, water supply systems and expansion and improvement of existing facilities. About $8 million of the loan will be used to finance purchases abroad and the remainder for local costs.

MALAYSIA—(M$100 = $32.68). It was announced in Kuala Lumpur that the owners of the Hotel Merlin will begin construction of a **new hotel** on the East Coast of Malaysia, north of Kuantan. Estimated cost is M$1.7 million. Communications should be directed through the U.S. Embassy, Lee Wah Bank Bldg., Old Market Square, Kuala Lumpur.

MAURITANIA—International Development Association, World Bank affiliate, has extended a $6.7 million credit to finance construction of **125-mile two lane, all weather road** between Nouakchott and Rosso on Senegal border.

First 62½-mile section, starting at Nouakchott, will have an improved soil sub-base and a course of sea shells. On the second half of the road to Rosso, sea shell course will have addition of a single bituminous surface because sea shell pits (near shore line) are too far away for economical use as maintenance material. Road will be built high enough to avoid flooding by the Senegal River.

The Government will retain consultants to draw up the final road design, to supervise construction and to undertake a maintenance requirement study for entire road network. Contract for road construction will be awarded on international competitive bidding basis. Scheduled for completion in 1969, total project cost will be $10 million.

SAUDI ARABIA—(100 riyals = $20) Business briefs recently reported are:

A **sewer and water project,** under survey by Iranco-Iranian Consulting Engineering Co., may be let for bidding soon.

Tender for **Airport Terminal** construction which closed Jan. 23 (valued at nearly $1 million) may be of interest to U.S. subcontractors.

Government of **Qatar** is embarking on **$2-million road construction program,** the **building** of a Government House and is considering a **cement factory** proposal. Inquiries about these projects should be directed to the U.S. Consulate General at Dhahran.

SOUTH AFRICA—(1 rand = $1.40) J. P. Hugo, General Manager of S.A. Railways & Harbors, has announced plans for a **multi-million rand expansion scheme**—a crash program for **extension and improvement of Durban's harbor,** construction of **new railway link** and **extensive electrification of existing railway lines.**

Improvements to Durban harbor include construction of new jetty to provide seven new deep-water berths. Tenders for preliminary work will be called for in February. Construction will be started in October. Entire project is expected to be completed in November 1970 but the first berth should be ready for use in August 1967. Construction of the jetty, four new cargo sheds, railway links, is expected to cost R.10 million.

A new rail link between Vryheid in Northern Natal and Mtubatuba in Zululand (about 100 miles apart) is to be built, but no estimate of cost has been given and it will be some time before construction commences. The line, which will be electrified, will give an alternative route between Durban and the Transvaal.

The rail line between Glencoe, Vryheid and Hlobane in Northern Natal is to be electrified and re-aligned at a cost of R8,750,000. This project is to be completed within 3 years and the Vryheid/Mtubatuba link will not be started before this line is completed.

The North Coast line will be electrified for a 50-mile distance from Durban, and the South Coast line for about 40 miles from Durban. This project is expected to be completed by mid-1968. **Write:** Mr. J. P. Hugo, South African Railways & Harbors, Pretoria, Transvaal.

A **contract** valued at R250,000 **for** five 400,-hp. **diesel locomotives** has been **awarded** by the Rhodesia Iron & Steel Co., QueQue, Rhodesia, to the Union Carriage & Wagon Company of Nigel, Transvaal. Design, construction and most of the component parts are coming from Nigel, but Rolls Royce engines, hydrokinetic torque converters and a limited number of other parts are being imported from other sources.

The South African Dept. of Water Affairs has placed a R11 million order with Leyland Motors Ltd., and Albion Motors of the U.K. for 48 dump trucks and 24 **general haulage vehicles.**

TURKEY—(100 lire = $11.11) The Cukurva Power Co. has signed contracts for construction of a **thermoelectric power plant** in Mersin and a **transmission line** from Adana to Iskenderun.

The thermoelectric plant will produce 54,000 KWH, using American and German machinery. Construction, now underway, is to be completed by August 1966.

The transmission line, with a capacity of 154,000 KWH, will be constructed by an Italian/French corporation and will connect the Cukurova Company's main power source—the Seyhan dam and hydro-electric plant—to Iskenderun. Line to Antakya will be extended when the thermo-electric plant in Mersin is able to supply that city. Line to Iskenderun should be in operation by September. The company also announced a contract with a Belgian firm for consultation on construction of a hydro-electric plant at Kadincik, north of Tarsus. This plant will supposedly have a 100,-000 KWH capacity. All three projects will be financed by private investment and IDA credits.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Nelson M. Cooke, Pine Rivers Shire Council, Strathpine, Queensland, interested in **town planning.** Beginning Feb. via New York for one month. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Boston, Washington, San Francisco, Los Angeles.

Perry Eyre Robinson, representing David North Plant Research Centre (operated by Colonial Sugar Refining Co., Sydney), Meiers Rd., Indooroopilly, Brisbane, Queensland, interested in **buying growth retardant chemicals for testing on sugar cane.** Late Feb. via Honolulu for six weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: Honolulu, San Francisco, St. Louis, Chicago, New York, Washington, Philadelphia, New Orleans.

ECUADOR—Colonel Jorge Navarrete, Director, Instituto Georgrafico Militar del Ecuador, Quito, interested in purchasing **aerial photomapping equipment, including photo supplies, chronometers, curvimeters, plotters, altimeters, collimeters.** Also wishes to purchase a 17-ft. fiberglass boat. Feb. 1 via Miami for one week. c/o Embassy of Ecuador, 2535 15th St. NW., Washington, D.C. 20009. Itinerary: Washington.

CANADA—Morton E. Schnaar, representing Kovac Art Creations Ltd., 3121 36th St., Ville St. Michel, Montreal 38, Quebec, **interested in importing picture frame mouldings; inexpensive oil paintings; art productions either on paper and/or canvas; wall plaques or other types of wall decorations.** Here for two weeks, arrival date Jan. 24. c/o Canadian Consulate General, 510 W. 6th St., Los Angeles (to Feb. 1); 310 S. Michigan, Chicago (Feb. 2-3); Canadian Consul & Trade Commissioner, 1139 Penobscot Bldg., Detroit (Feb. 4-5). Itinerary: Los Angeles, Chicago, Detroit.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated December 1964 unless marked otherwise.

Hardware Importers and Dealers—Thailand, Nov.

Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnace Importers and Dealers—India, Oct.

Machinery, Equipment and Supplies, Electrical, Importers and Distributors—Norway, Oct.

Machinery and Equipment, Except Electrical Importers and Distributors—Norway, Oct.

Machinery and Equipment, Except Electrical Importers and Distributors—Republic of South Africa, Nov.

Machinery and Equipment, Except Electrical Importers and Distributors—Trinidad and Tobago, Nov.

Machinery and Equipment, Farm Importers, Dealers and Manufacturers—India.

Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Syria, Nov.

Meat Packing, Sausage and Casing—Austria, Oct.

Meat Packing, Sausage and Casings—Philippines, Nov.

Medicinal and Toilet Preparations Importers, Dealers and Manufacturers—Switzerland, Sept.

Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Hong Kong, Nov.

Photographic Supplies, Dealers and Photographers—The Netherlands, Oct.

Photographic Supplies, Dealers and Photographers—Syria, Nov.

Pulp and Paper Mills—United Arab Republic.

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Calendar *for international traders*

January

25—Meeting of Sales Representatives of Reading (Railroad) Co. & Philadelphia Businessmen, Sheraton Hotel, **Philadelphia.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

25—Michiana World Trade Club, La-Salle Hotel, **South Bend, Ind.** Speaker: Walter Buchdahl, Bureau of International Commerce.

25—Businessmen's consultations with members, U.S. Trade Mission to Yugoslavia, 12 Noon, Glen's (South Gourmet Room), **Oklahoma City.**

25-28—17th International Heating and Air-Conditioning Exposition, McCormick Pl., **Chicago.** Sponsor: American Society of Heating, Refrigerating and Air-Conditioning Engineers.

26—"First-Step" Export Workshop, Chamber of Commerce, **Little Rock, Ark.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

26—In-Office Workshop for new exporters, Federal Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

26—Terminal Greek Trade Mission, Field Office, **Chicago.**

26—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

26—Businessmen's consultations, U.S. Trade Mission to Spain, 9 A.M.-4:30 P.M., Field Office, **Birmingham.**

27—Members of U.S. Trade Mission to Greece and Spain available for consultation with businessmen (by appointment only), Field Office, **Minneapolis.**

27—Conference consultation on Trade Mission to Spain and Greece, 9 A.M. to 5 P.M. Field Office, **St. Louis.** Sponsors: REEC; World Trade Club; Chamber of Commerce.

27—Consultation with members Greek Trade Mission, Field Office, **Milwaukee.** Sponsors: REEC; Field Office, Department of Commerce.

27—Richmond Export-Import Club luncheon, Rotunda Club, **Richmond, Va.** Speaker: Stephen Mamisnak, Bureau of International Commerce.

27—World Trade Club of Cincinnati Chamber of Commerce meeting, 6 P.M., Sheraton Gibson Hotel, **Cincinnati.**

27—Course of Instruction on International Trade, (1st of 12 weekly sessions), 7-9 P.M., University of Alabama, Birmingham Center, **Birmingham.** Sponsors: Department of Commerce; Bureau of Business Research, University of Alabama.

28—Industrial Management Club of Reading and Berks County, Abraham Lincoln Hotel, **Reading, Pa.** Speaker: Walter Buchdahl Bureau of International Commerce.

28—Businessmen's consultations and luncheon with full membership, U.S. Trade Mission to Spain, 10 A.M., St. Regis Hotel, **New York.** Sponsors: Spain-U.S. Chamber of Commerce; Field Office, Department of Commerce.

28—In-Office Export Conference, Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

28—In-Office Workshop for new exporters, Field Office, **Miami.**

28—World Trade Club of St. Louis monthly dinner meeting. Ruggeri's Restaurant, **St. Louis.**

28—Businessmen's Consultations with members of Yugoslavian-Greek Trade Mission, Field Office, **Chicago.**

28—Businessmen's consultations with member of U.S. Trade Mission to Greece, 8:30 A.M.-5 P.M., Field Office, **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

28—Nebraska Chamber of Commerce Managers Assn., dinner, Cornhusker Hotel, **Lincoln, Neb.** Speaker: George Donat, BDSA Administrator.

28—Businessmen's consultations with members, U.S. Trade Mission to Greece, (by appointment only), Field Office, **Des Moines, Iowa.**

28—Businessmen's consultations with members, U.S. Trade Mission to Greece, 10 A.M., Chamber of Commerce, **Fort Worth, Texas.**

28—Businessmen's consultations with members, U.S. Trade Mission to Greece, Field Office, **Buffalo, N.Y.**

29—Terminal Conference, Greek Trade Mission, Aladdin Hotel, **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce; International Trade Club.

29—Consultations with members of Greek Trade Mission, Chamber of Commerce, **Indianapolis.**

29—Spanish Trade Mission Conference, Pick Fort Shelby Hotel, **Detroit.** Sponsor: Field Office, Department of Commerce.

30-6—1965 New England Industrial Trade Fair, Suffolk Downs, **Boston.** Sponsors: New England Council; Harvard University Graduate School of Business Administration; Boston University College of Business Administration; Chamber of Commerce; Boston Herald-Traveler.

February

1—Women's Club of Fairfax, dinner meeting, Fairfax Methodist Church, **Fairfax, Va.** Speaker: Charles J. Barrett, Bureau of International Commerce.

1—Export Training Course, 1st of nine weekly sessions, Rutgers Newark Extension, **Newark, N.J.** Sponsors: Rutgers University; REEC; Field Office, Department of Commerce; New Jersey Department of Conservation and Economic Development.

1—Businessmen's consultations with members, U.S. Trade Mission to Yugoslavia, Stratfield Motor Hotel, **Bridgeport, Conn.** Sponsors: Chamber of Commerce; Export Managers Club; Field Office, Department of Commerce.

3—Annual Convention, Chemical Market Research Assn, Shamrock Hotel, **Houston, Texas.** Speaker: Claude W. Courand, Bureau of International Commerce.

4—Union Carbide International Co. Council of International Marketing Research and Planning Directors, meeting, Harvard School of Business, **Cambridge, Mass.** Speaker: F. D. Hockersmith, Bureau of International Commerce.

4—"First-Step" Export Workshop, Field Office, **Memphis, Tenn.** Sponsors: REEC; Field Office, Department of Commerce.

9—Mid Gulf Conference on Transportation and Industrial Modernization, Royal Orleans Hotel, **New Orleans.** Speakers: George Donat, BDSA Administrator; Nicholas Johnson, Maritime Administrator.

9—Traffic Club of Baltimore, annual dinner, Emerson Hotel, **Baltimore.** Speaker: Clarence D. Martin, Under Secretary of Commerce for Transportation.

9—Automotive Exporters' Club of Chicago, Builders Bldg. **Chicago.**

9—In Office Workshop for new exporters, Federal Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

9—Businessmen's consultations with members, U.S. Trade Mission to Spain, Field Office, **Atlanta, Ga.**

9-11—1965 International Automotive Service Industries Show, McCormick Place, **Chicago.**

10—In-Office meeting, Field Office, **Chicago.**

10—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

10—Minnesota World Trade Assn., monthly dinner meeting, Hotel Radisson, **Minneapolis.** Speaker: Neil Hurley, Chairman, National Export Expansion Council.

10—National Assn. of Food Equipment Manufacturers, Diplomat Hotel, **Hollywood, Fla.** Speaker: James E. Murrin, Bureau of International Commerce.

11—International Trade Club of Chicago, Pick Congress Hotel, **Chicago.**

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